



On pages 1-3, enjoy a step back in time with a reprint of the front-page article from the first edition of TowneToday.

READ ALL ABOUT IT. In this edition of TowneToday, enjoy uplifting stories about our members from throughout the communities we serve—from the oceanfront to Richmond, and North Carolina too!

TOWNE TODAY

TOWNEBANK DIRECTORS LEAD FASTEST GROWING NEW BANK IN VIRGINIA HISTORY

Reprint from first edition of TowneToday, pages 1-3

From humble beginnings in a two-car garage in Churchland, TowneBank has evolved to become the fastest growing new bank ever chartered in the Commonwealth of Virginia. Led by a "small army" of prominent community leaders from Virginia Beach, Chesapeake and Portsmouth, TowneBank's assets have grown to over \$198 million in just nine months of operation.

As radio news legend Paul Harvey says, "And now the rest of the story."

In late spring of 1998, Scott Morgan and Bob Aston had tired of life in the fast lane of mega banking. They longed to return to the warmth and family-oriented values of hometown banking, where the focus could be on serving their friends and community. Independent of one another, each had made a decision to resign from the lucrative positions each held and to seek to build a new, yet then undefined, future. They agreed they would take off a couple of months to recharge their batteries and then meet to discuss the future. Aston and his wife Cindy were anxiously awaiting the arrival of yet unborn Mary Catherine, so the time off seemed particularly appropriate. However, having never been unemployed, Aston and Morgan were squirming within the first two or three days. Talking nearly every day as they had for over 30 years, the idea of "starting over" with a new bank quickly evolved as the future of choice. Equally as quick was the decision to invite longtime friend and associate, Bill Hodsdon, to join them in the new endeavor.

The group knew from previous experience that having a top professional to lead the bank's technology effort was crucial, especially in light of the Year 2000 issue looming on the horizon. A call immediately went out to a former colleague, Keith Horton, who had left the banking industry a few months

earlier. Horton, who was residing with his family in the Raleigh area, accepted the challenge of putting together the bank's automation plan and began commuting each week from Raleigh. Never complaining, he lived with his parents in Hampton Roads during the week and spent his weekends at home in North Carolina for nearly a year.

CREATING THE VISION

The foursome began meeting in the Aston garage every day to talk about the future, laugh about the past and develop the vision for the new bank. The ideas flowed: recruiting the very best employees; creating a family atmosphere; developing a market focus on the cities of Virginia Beach, Chesapeake, Portsmouth and northern Suffolk; having local board members running each city's bank; securing 400 shareholders in each market; hiring veteran bank presidents in each city; delivering the ultimate in customer service quality; providing upscale banking facilities; installing the most efficient new technology available, and even selecting the Volkswagen Beetle as TowneBank's official bank car. With the vision coming into focus, the



Chartering a new bank took lots of meticulous paperwork.

bank's game plan began taking shape.

To ensure there was a keen sense of community awareness present in the selection of directors, the decision was made to invite a small number of organizing directors from each city and then let that initial group select the board members for their respective cities. Tom Broyles, Andy Fine, Alan Lindauer and John Failles were the Virginia Beach organizers. Paul Farrell, Juan Montero and Lee Baynor headed up Chesapeake. Ernie Hardee, Brad Cherry and Ashton Lewis would provide the Portsmouth leadership. Meeting as a group, the decision was reached to name John Tilhou as Chairman of TowneBank of Virginia Beach, John Brown as Chairman of TowneBank of Chesapeake and Durb Donahue as Chairman of TowneBank of Portsmouth. The chairman of each board then joined the organizing directors to select the strongest

Continued on page 2



Town E. Bear joined the fun at the TowneBank Churchland office as it opened for business.



TowneBank Founding Officers in front of the "garage." (Front row, l. to r.) Buddy Copeland, Scott Morgan, Peggy Moser, Keith Horton, Dawn Glynn, Clyde McFarland, and Morgan Davis. (Back row, l. to r.) Judy Stephenson, Bill Hodsdon, Starr Oliver, Bob Aston, Ward Robinett, Sandra Dresch, and Ruth Guthrie.

TOWNE BANK
P.O. Box 7188
Portsmouth, VA 23707-9971

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TOWNEBANK DIRECTORS LEAD FASTEST GROWING NEW BANK IN VIRGINIA HISTORY

Continued from page 1—Reprint from first edition of TowneToday



Founding Virginia Beach director Dan Ryan (l.) with Morgan Davis, president.

board members possible in each city. Within a couple of weeks, the board members were selected and the organizational details began falling into place.

A PILGRIMAGE TO THE STATE CAPITAL

One of the first required steps was to take the organizing directors on a pilgrimage to the state capital to have a preliminary meeting with the Virginia Banking Commissioner, Joe Face, and his senior staff. As Juan Montero recalls, “on the drive to Richmond, the group was very nervous but very energized.” Ernie Hardee told his best jokes to relax the group. Everyone laughed like it was the first time they had heard the jokes. However, the mood quickly turned serious as the group entered the offices of the Bureau of Financial Institutions. With little more

of both management and the board members. Sensing the group had support from the commissioner, the big question was then put forth. Could they get approval to open with three locations? Knowing this had never been done in the opening of any other new bank put the answer very much in doubt. Aston said he thought they could raise \$24 million, which would equate to \$8 million per location. This amount of capital, reasoned Aston, would give each of the three proposed bank offices the same level of capital that is generally considered adequate for a new bank with one office. Without committing himself, Mr. Face said he would consider the request if the bank could successfully raise the capital. The group headed back to Hampton Road on a \$24 million mission.

Meanwhile, the phone was beginning to ring at Aston’s and Morgan’s homes as longtime associates were seeking to join the Towne team. The challenge was good in one respect—far more top-notch bankers were interested than the bank could likely afford to hire. Conversely, it would be very difficult to disappoint former colleagues whose friendships were cherished. However,

within a few weeks the organizing management came together. Starr Oliver, Peggy Moser, Buddy Copeland, Dawn Glynn, Judy (Moody) Stephenson, Ruth Guthrie and Sandra Dresch joined the GB&T (Garage Bank and Trust) group to put the vision into action. As Dawn Glynn put it, “11 members of the management team and one not so large garage.” Glynn remembers the sense of



(L. to r.) Keith Horton, Dawn Glynn, Scott Morgan, and Buddy Copeland with completed bank charter application.

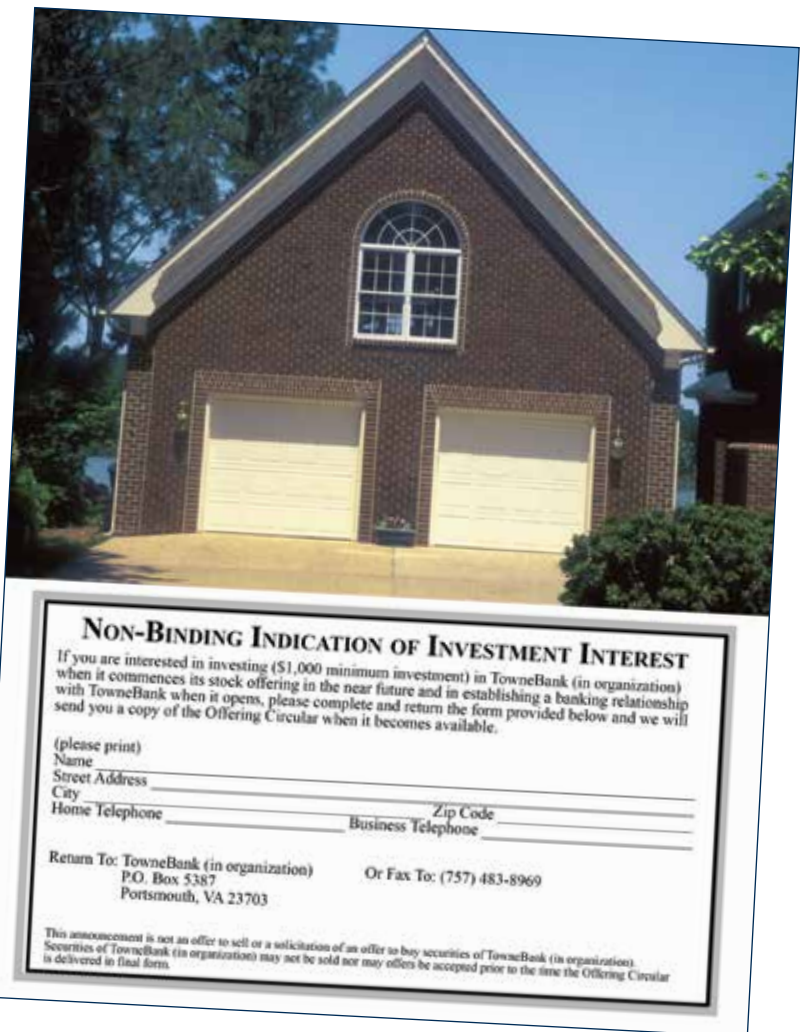
than a vision, the group hoped to convince Mr. Face they were worthy of being granted a bank charter. Obviously, Mr. Face could choose to like the idea or not like the idea. To everyone’s relief, he was extremely supportive. While cautioning the directors on the seriousness of their duties and responsibilities, he was also very complimentary of the track record

closeness. She remembers Scott Morgan’s perception of the lady-talk that occurred in those garage days and the sense of awe he had that the conversation never diminished the ability to work at a pace beyond expectations. From the banter of bad hair days, to the discussion of balancing work and family, the extended family of bankers were a team. No detail was too small to discuss as they worked closely together to build a bank from a garage.

SUPPORT FOR A HOMETOWN BANK GROWS

The group’s work agenda was literally growing by the hour. However, the most pressing issues centered around getting the offering circular through legal review, getting the stock offering underway, working on the bank’s charter application and completing the application for federal deposit insurance. Starr Oliver took on the challenge of coordinating the legal, printing, and advertising necessary to kick off the offering. At last, the documents were ready and the bank’s first ad advising the public of the plans for the bank and the stock offering ran in the *Virginian-Pilot*. The response was overwhelming! Over 6,000 potential shareholders requested a copy of the offering circular. The phones of TowneBank directors were ringing with urgent messages from friends seeking assurance that they would be able to purchase stock. The energy surrounding the idea of a new bank was building rapidly.

With work tables and boxes of materials filling the two-car garage, the



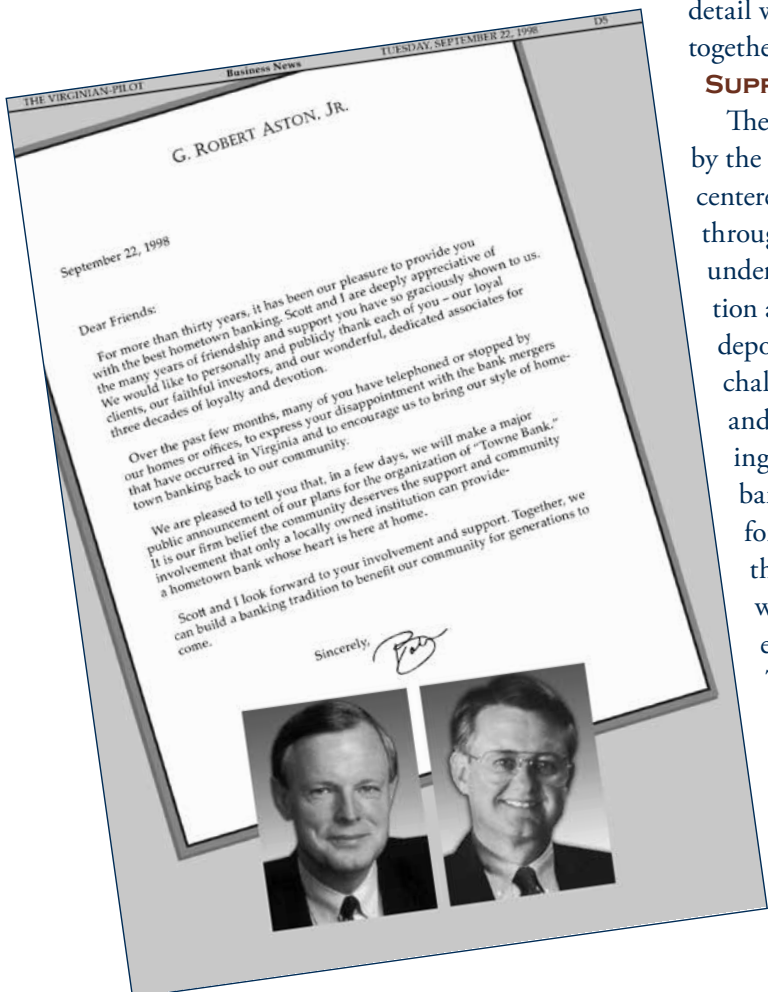
“management group” began the task of assembling, stuffing, and mailing over 6,000 investment packages. It was exciting and the garage was buzzing with activity! Neighbors Tracy and Ernie Hardee, Cindy Aston and even 4-year-old Trey Aston in his Batman costume, were all on the assembly line working to



Founding Portsmouth director Ernie Hardee (in memoriam), and his wife Tracy (r.) helped assemble the massive mailing in the garage.

make it happen. Finally, the circulars were in the mail.

The operation then shifted gears to establish the financial controls necessary to handle the money that was to soon be flooding into the garage. Bank accounts were established with longtime friend Betsy Duke at Bank of Tidewater and with Mercantile Bank in Baltimore to handle the investment of the funds to be held in escrow during the bank’s charter



IN 6 MONTHS WE RAISED \$50 MILLION FROM 4,000 LOCAL SHAREHOLDERS, BUILT 3 HOMETOWN BANKS, AND BROUGHT TOGETHER 90 OF THE BEST BANKERS AROUND...

ALL FROM A 2 CAR GARAGE.
When we decided to create TowneBank, we didn't want to waste precious time setting for office space, so we rolled up our sleeves and got right to work - from our garage. With that spirit of accomplishment, we were able to partner with some of the most respected names in Hampton Roads to help us build a true hometown bank. Now that we've put the finishing touches on our three new banks, we're ready to introduce you to TowneBank. If we can do all this from a garage, just imagine what we can do for you.

TOWNEBANK
A Tradition of Hometown Banking

1000 High Street Road, Portsmouth, VA 23702 (757) 384-2000
1315 Wilkey Highway South, Chesapeake, VA 23030 (757) 384-2000
100 West Colonial Road, Virginia Beach, VA 23464 (757) 483-8960



The annual Golf Tournament supports the philanthropic efforts of the TowneBank Foundation. (L.to r.) Peggy Moser, Bill Hodsdon, and Starr Oliver at the very first tournament in 2001.

application process. TowneBank's "outposts" were established in Virginia Beach and Chesapeake to offer convenience to the residents in those areas that were likely to experience difficulty in finding the garage on the dead-end street in the back of Hatton Point in Portsmouth. Dan Ryan, a Virginia Beach director, became the point man in Virginia Beach. Working out of Dan Ryan's for Men, Ryan collected an enormous amount of money. "It was overwhelming to see the response and charisma that surrounded the group's effort" stated Ryan. "Additionally, it was incredible to watch as employees were joining the TowneBank team, yet did not even know what their salaries would be," he added.

Lee Baynor and Paul Farrell working out of the showroom of Baynor Furniture Company and the executive offices of Rosewell Corporation, Farrell's company, led the charge in Chesapeake. "Everybody was excited about a real, genuine hometown bank coming on line in our area," stated Baynor, quickly adding, "my Great Bridge friends all asked for promises that their money would be delivered to the garage." Farrell laughs and tells the story about a builder friend who employs a person who works as a runner to deliver building permits and run other errands. Farrell delivered a prospectus to this builder early on the morning of the last day of the offering. The builder wrote a check for a rather large sum and gave it to this runner to deliver it to the address provided. The runner returned after making the delivery and said, "Boss, I know it is none of my business, but I

followed the directions and wound up taking the check to someone's garage. I sure hope you know what you are doing."

The lines were sometimes six deep at the worktables in the garage as friends came from all over Hampton Roads to buy stock. Ten million dollars, \$20 million, \$30 million, the inflow of capital funds was unbelievable! The last sale that occurred at 5:00 pm on the final day of the offering perhaps best describes the fun and the investor confidence that surrounded the bank's effort. Earlier in the day, Trey Aston, the effervescent son of the bank's CEO, convinced Starr Oliver that she needed to wear the extra Batman cape he had bought for her. All day the cape swirled around as she went about her daily duties. With only minutes remaining in the offering, a couple came rushing up the driveway to bring their money before the deadline. Oliver greeted them at the door and sat with them at the table to complete the paperwork for their stock purchase. As she



Jeff Mitchell (l.) and Kendrick Williams provided early and essential technology support.

spoke animatedly with the couple, the Bat cape flowed gently around her. Peggy Moser in observation of this unique sight, whispered to Aston, "Bet no one has ever bought stock from Batgirl before!" The couple wrote their check for \$50,000 and left happy they had beaten the deadline.

The offering was now complete and the final accounting showed an amount in excess of \$49 million from nearly 4,000 friends had been invested to make TowneBank a reality. Never in the history of Virginia had a new bank raised that much capital. It was a very humbling experience for the directors and management.



Ruth Guthrie, Towne's system administrator, kept everything running smoothly.

With the offering so oversubscribed, the board faced the difficult task of deciding how much capital would be retained. The directors struggled to find an answer as to how the stock could be appropriately allocated to the subscribers. After reviewing numerous methodologies, the board concluded that the fairest way to allocate the stock was to treat everyone equally, including the board members. This resulted in a proration of 80% to the "in-market" subscribers in Chesapeake, Virginia Beach, Portsmouth, and northern Suffolk and 10% to the subscribers residing outside of the bank's planned service area.

EXCITEDLY AWAITING APPROVAL

Simultaneously with the stock offering, Clyde McFarland, after working a full day as the treasurer of a major Hampton Roads company, was laboring without compensation late into the night putting together the regulatory applications for the bank (McFarland is now TowneBank's Chief Financial Officer). Included in the applications were numerous schedules covering the business plan, director financials and biographies, management credentials, financial projections, capital expenditures, real estate leases, and insurance coverages. After working all night, the final run at completing the voluminous process was completed at 4:30 am in the morning by McFarland, Horton and Aston. In the end,



85 pounds of paper, nearly three feet tall, was put into the hands of the regulators for their review and hopefully, approval.

As the team moved into the hurry-up and wait mode while the regulators waded through the application documents, attention was now directed toward putting together the operational capabilities of the bank. There was equipment to order, data processing systems to be planned and developed, bank policies to develop and write, marketing plans to be created, and forms and supplies to be purchased. The enormous size of the undertaking to start a new bank from scratch began to sink in. Scott Morgan recalls, "the bills were starting to come in, there were no pens to write with, no envelopes to mail anything, no stamps to use, no copying machine, nothing ... but this was a team ... the group was happy and working together to bring organization to chaos" as they anxiously awaited regulatory approval.



Bob Aston celebrates the founding of TowneBank with thousands of shareholders at the Virginia Beach Pavilion.

A HOMETOWN BANK IS BORN

With spring around the corner, the word came from the bank's friends at the Bureau of Banking and the FDIC: TowneBank was approved! The garage gang went wild with excitement. All the dreams, the hard work, the sweat, the tears, had been successful in bringing TowneBank to life. It was time to drop the "In Organization" from the bank's name and direct all of the team's energy toward the planned opening—April 8, 1999. The construction activity to make ready all three locations went into turbo overdrive. Additional team members joined the garage gang and the countdown to action as a "real bank" had now begun.

As the sun was setting over Churchland on the evening of April 7th, it marked the end of the Garage Bank & Truth (GB&T) era. With Trey Aston on his ever-present battery powered motorcycle, his Batman cape blowing in the twilight chill, he made one final run, just like the ones he made each night for nearly eight months, to escort the "GB&T girls" safely to their cars. For tomorrow, it would be the beginning of a new era.

TowneBank ... the most successful new bank ever chartered in Virginia. ♦



Grand opening at the Chesapeake office, 1999.

CHAIRMAN'S LETTER

Dear Friends,

American author James Baldwin once wrote, "Know from whence you came. If you know whence you came, there are no limitations to where you can go."

In my personal life, I have always been cognizant of my roots and have always cherished all of the exceptional people who have helped me along the way.

Born into a hardworking farm family, I witnessed the value and satisfaction of hard work as I was growing up along with the enduring pain in the years when the crops failed to make enough money to pay off the crop loan at the local bank. Through perseverance and resilience, I also watched my family bounce back from defeat time and time again.

At the age of 14, I suffered the most significant setback of my entire life due to the untimely death of my father and my best friend. While I did my best to be strong and resilient, I struggled. To this day, I have never fully recovered from my loss.

However, a few years later my life would change forever when Anne Lumsden, the Vocational Office Training Coordinator at my high school entered into my life. She saw something in me that I didn't see in myself. Through her encouragement and the faith she had in me, she successfully convinced Sally Buck, a senior officer at Citizens Trust Company to hire me as a part time employee.

Little did I know that the bus ride I took to that first day of my \$1.15 per hour bank job would begin an amazing journey that would carry me through what will soon be 54 years of my life.

Fast forward to the summer of 1998 as Scott Morgan, Bill Hodsden and I stacked hands and began envisioning what would ultimately become the TowneBank you know today. Soon thereafter,



the other founding officers joined us and began to mold and shape the unique culture of our new enterprise that would become the most successful new bank ever chartered in the Commonwealth of Virginia.

Taking a page from the many things I learned from working with Sister Rita Thomas and the Bon Secours Sisters about the importance of connecting money with mission in order to serve those in need, we embraced the development of our own Guiding Principles patterned significantly from those developed by the Sisters. Today, those principles have come to define our company as well as providing guidance on the desired behaviors necessary to meet the high standards we have imposed on ourselves.

With a strong sense of caring as our hallmark for serving others and enriching lives, we dreamed of building a great community asset where exceptional corporate profitability would join hands with equally exceptional corporate philanthropy to better the lives of others—our members, our shareholders, our

teammates, our communities, and most importantly, serving those less fortunate.

After constructing our cultural foundation, we set about the many tasks necessary to bring the bank to life. Most of our founding family members worked without compensation for nearly a year and amazingly, many of the 90 teammates who would open the bank nine months later never even asked what their salary would be. To say they were "all in" would be an understatement. Keep in mind there was no assurance the bank charter would be approved, there were no office supplies, no computers, no copiers, and yet, the team marched forward with passion and a rock solid commitment to the ideals that we all so highly valued. And we brought the bank to life on April 8, 1999.

As we celebrate our 20th Anniversary this year, let us not forget from whence we came and how we got where we are today. Let's never forget those who made sacrifices along the way. Let's never forget the 4,000 community shareholders who stepped forward to finance our dream. Let us always remain humble about our successes and grateful for the privileges we have been given in life so that we may be of service to others.

In the words of Albert Einstein, "Strive not to be a success but rather to be of value."

Here at Towne, our true intrinsic value can never be fully measured by the strength of our financial assets but rather by the good we do for the people and the communities we serve.

Thank you for blessing me with the privilege of leading this extraordinary company and the people who have made it all possible!

Sincerely,

G. Robert Aston, Jr.
Executive Chairman

APRIL 8, 1999 – TOWNEBANK OPENS WITH THREE OFFICES:



PORTSMOUTH



VIRGINIA BEACH



CHESAPEAKE

APRIL 8, 2019 – TODAY, TOWNE HAS 41 OFFICES:

- Chesapeake
- Virginia Beach
- Outer Banks/Currituck, NC
- Norfolk
- Portsmouth
- Raleigh/Cary/Charlotte as Paragon Bank
- Peninsula
- Suffolk
- Greenville, NC
- Williamsburg
- Richmond

TOWNE'S FAMILY OF COMPANIES

- TowneBank Mortgage
- Berkshire Hathaway HomeServices Towne Realty
- Towne Insurance
- Virginia Home Title & Settlements
- Towne Benefits
- Real Estate Security Agency
- Towne Investment Group
- Towne 1031 Exchange
- Towne Wealth Management
- Towne Vacations
- TowneBank Commercial Mortgage



CULTURE OF CARING

THE TOWNE FAMILY IS PLEASED TO SUPPORT HUNDREDS OF LOCAL ORGANIZATIONS, GENEROUSLY VOLUNTEERING THEIR TIME AND TALENTS.

2018 | \$8.1 million COMMUNITY SUPPORT PROVIDED BY TOWNEBANK & OUR FOUNDATIONS

SINCE 1999 | \$56.9 million CUMULATIVE COMMUNITY SUPPORT

**TOWNEBANK
TIMELINE
20 Years &
Growing!**

JUNE 1998
Dreaming of a Great Community Asset

SEPTEMBER 1998
Community Invests \$50 million in Towne

APRIL 8, 1999
TowneBank Grand Opening with 3 Offices

FEBRUARY 2000
Bank achieves profitability in 11th month of operations

JANUARY 2001
Mortgage expands with Hampton Roads Funding

MAY 2001
Towne Insurance founded with Kellam Eaton Huey

SUMMER 2001
First Golf Tournament held to benefit the TowneBank Foundation

MARCH 2003
Benefits division opens with Benefit Design Group & BeneFlex

MARCH 2004
Peninsula's Harbor Bank joins TowneBank Family

CELEBRATING 20 YEARS OF HIGHLIGHTS AND MEMORIES



Morgan Davis greets a student from the Achievable Dream Academy.

From our humble beginning in 1999 to the exciting days of 2019, Towne has remained passionate about serving our members, shareholders, directors, and our community. This edition of TowneToday not only celebrates our founding on April 8, 1999, but also features current stories of our members and how they impact and support our community. ♦



Supporting the United Way Annual Day of Caring



Towne supports the Roc Solid Foundation, building playgrounds for children with cancer.



Excitement in Times Square! In October 2007, several bank directors and officers traveled to New York to celebrate TowneBank's listing on NASDAQ.



Helping FeedMore in Richmond.



Longtime Virginia Tech coach Frank Beamer (l.) was an honored guest at an early Golf Tournament.



Towne Family outside the first Virginia Beach Town Center office at Willis Wayside.



Towne's first Management Associates Class—(l. to r.) John Fruit, Ross Morgan, and J.T. McDonald.



"Project Glove"—employees provided warm gloves to the homeless.

The annual JT Walk helps raise funds to stomp out ALS.



The Annual Fall Extravaganza is held in October—a fun-filled evening!



Towne has been named a "best place to work" numerous times.



Fife and drums welcomed Towne in Williamsburg.

SPRING 2004 Towne Investment Group is formed	OCTOBER 2004 First real estate/bank affiliation in Virginia with GSH Real Estate	OCTOBER 2004 First Fall Extravaganza held to benefit the TowneBank Foundation	OCTOBER 2007 TowneBank listed on NASDAQ	DECEMBER 2010 Bank of Currituck in northeastern NC joins Towne Family	JANUARY 2015 Towne expands to Richmond, welcoming Franklin Federal	JANUARY 2015 Towne Realty affiliates with Berkshire Hathaway HomeServices	JUNE 2016 Monarch Bank joins Towne in the bank's legacy market	JANUARY 2018 Paragon Bank joins & expands Towne's services to central NC	JANUARY 2019 Forbes recognizes Towne as one of America's Best Banks	APRIL 8, 2019 TowneBank celebrates its 20 th Anniversary!
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HISTORY COMES ALIVE IN GREAT BRIDGE

The Great Bridge Battlefield & Waterways History Museum and Visitor Center is located near the site of the 1775 Battle of Great Bridge.

For history lovers, Virginia is a treasure with endless locations to explore. Soon, the Great Bridge area of Chesapeake will have a new place to commemorate the region's rich history. The Great Bridge Battlefield & Waterways History Museum and Visitor Center, located where Battlefield Boulevard meets the Great Bridge Bridge, is set to open in the fall of 2019.

The Battle of Great Bridge, on December 9, 1775, played a critical role in the Revolutionary War. This early battle was the first Patriot victory and forced Lord Dunmore, the British Royal Governor of Virginia, and his soldiers to ultimately leave Virginia. In 1999, on the 224th anniversary of this battle, a dedicated group of citizens formed the Great Bridge Battlefield & Waterways History Foundation (GBBWHF), with the mission to preserve the battlefield and its historical significance for future generations. The National Park Service has listed the Battlefield as a historical site.

For the next two decades the GBBWHF worked to raise awareness of the importance of the historical site as well as the waterways that surround it. They created the Historic Battlefield Park and trails and hired Lin Olsen as executive director. "I wear a different hat every day," Lin says. "It's a pleasure because we are creating something for the community of

Great Bridge and beyond for the next generation."

The new museum will be state-of-the-art, featuring hands-on exhibits, artifacts, and displays that will recreate sites from 18th century Great Bridge. "Our research shows that the village of Great Bridge included a Three Tun Tavern," Lin explains. "This was a place where villagers would go to get a meal, have a drink, and hear the news of the day. One corner of the new museum will be a recreated Three Tun Tavern. Speakers will pipe in the voices of people discussing the news of the upcoming battle



The gift shop welcomes visitors. Artifacts recovered onsite during construction will be on display in the museum which will also be available for special events.

against the British."

Excavating for the new bridge as well as the museum and visitor center uncovered some amazing finds—timber from the mid-1700s, shards of pottery from that timeframe, and a cannonball that was submerged in the water. All of these are being incorporated into the new facility.

Travelers along the Intracoastal Waterways will also have the opportunity to enjoy the new center. "There are about 10,000 yachters who sail up and down the Intracoastal Waterways each year," Lin says. "We want to make sure they are introduced to our thriving community. The museum and visitor center will give them a place to stop at our docking pier, learn about Great Bridge, and then continue on their way."

TowneBank is honored to support the work of the foundation, as Sheree Best, Great Bridge branch manager, explains. "Many locals, including me, grew up hearing references to the Battle of Great Bridge. But we were largely unaware of its historical significance, until the GBBWHF was formed and began a campaign to preserve the site and highlight the role it played in our nation's birth. It is exciting that a pivotal place in history is right in our backyard."

For more information and a list of upcoming events, visit gbbattlefield.org. ♦

FOUR GENERATIONS OF TAYLORS... and Counting!

A family business that started 90 years ago and has continued for four generations is rare these days. That's the heartwarming story of the Taylor family and their longtime hardware business—Taylor's Do It Center. In 1927, Robert Taylor joined several other businessmen who believed they could succeed by offering excellent products at value prices with superb customer service. Fuel, Feed and Building Supplies was born with the mission of neighbors helping neighbors, a principle that still describes Taylor's Do It Center today.

Robert's son, Dawson, grew up in the hardware business and eventually went to work for his dad. The original Taylor's store was located at 19th Street at the oceanfront. Seeing the need to expand into the central part of Virginia Beach, a store opened in the Princess Anne Plaza area in 1965. That same year, the business joined the nationwide co-op of True Value hardware stores and home centers. The next several decades saw more expansions in Virginia Beach, Norfolk, Chesapeake, Suffolk, Poquoson, and Moyock, NC.

In 1990, the business gained its name Taylor's Do It Center when it joined the member-owned co-op Do It Best Corp., a partnership that has lasted 28 years. Today, there are 18 stores, including seven in Richmond that came into the Taylor family with the acquisition of Pleasants Hardware. "Pleasants has a very similar story to ours," says Joe Taylor, president. "They are a third-generation



family hardware business. Their stores are like ours, conveniently located in neighborhoods, with great customer service."

All three of Dawson's sons—Bob, Joe, and Russ—are a big part of Taylor's today. And five members of the fourth generation are actively engaged in the family business. "It is so exciting that the fourth generation of Taylors are working with us now," Joe says. "Many family businesses end up being sold because there is no one in the next generation who wants to take over. We are lucky to have five preparing to take on leadership roles. Growing the business for their future is one of my main goals."

Joe knows the challenges that bad weather

Four generations of the Taylor family have worked at Taylor's Do It Center, which got its start in 1927.

can bring, and prepares accordingly. "We had hurricanes and winter storms in past years that were challenging and really tested our ability to get products that our customers needed," Joe explains. "It was great that we had snow shovels and ice melt when the big box stores ran out. People

were saying, 'Go to Taylor's. They have what you need.' That sure made me feel good."

Taylor's Do It Center became part of the Towne Family because of Towne's commitment to the local community. "My brothers and I and our late sister, Buff, have always had a heart for local charitable organizations," Joe says. "We grew up in this neighborhood, and it's great that we can give back by supporting our community. We had watched Towne grow and could see that they modeled that same community service that we embrace. That's when we knew we wanted to partner with TowneBank."

For more information and a list of local stores, visit taylorsdoit.com. ♦

New Museum is a Superb Work of Art

The 40-foot high sparkling, serpentine glass wall beckons passersby to come in and explore. The Barry Art Museum, strategically situated at the corner of Hampton Boulevard and 43rd Street, is the new centerpiece at the gateway to Old Dominion University.

The museum opened in November of 2018, so residents may not have yet had the chance to visit. It all came about through the generosity of Richard and Carolyn Barry, longtime art lovers and local art supporters who donated the collection they had carefully built over the years. The Barrys also provided the funding for the construction of the building.

“The Barrys started their collection with a small work by Dale Chihuly, the renowned glass artist,” says Jutta-Annette Page, who has served as executive director from the start. “From there, the collection grew to include many more glass sculptures as well as paintings by American modernist artists.” Their gift to the Barry Art Museum includes more than 130 works in glass, and about 80 paintings, prints, and drawings.

Jutta came to Norfolk from the Toledo Museum of Art. “I had met Richard and Carolyn a few years ago when they visited our museum as part of a group from the Chrysler Museum. Years later, when they were looking for a director, they called me. I had actually never heard of ODU, which was entirely my fault, of course,” she laughs, “but I saw this as a challenge that doesn’t come often in life—to create a museum from scratch.”

The 24,000-square-foot facility that houses the art collection is a work of art itself. A massive round glass and bronze fountain, created by Howard Ben Tré, greets visitors in the lobby. Quotations project out of the fountain, across the floor and onto the wall, and then disappear. “The fountain is at the core of the museum,” Jutta says. “Wherever you are in the galleries, you can hear the fountain so it serves as a very subtle orientation marker.”

The four galleries contained in the museum’s two floors are all carefully thought-out. Glass sculpture is paired with paintings. Carolyn Barry’s beautiful antique dolls and automata are displayed in glass cases that allow visitors to walk around them. This collection makes the Barry Art Museum the only art museum in the nation with a permanent display



The Barry Art Museum is a new gem located on the campus at Old Dominion University.

of antique dolls. Works by artists with close ties to ODU, including Charles Sibley, A.B. Jackson, and Fay Zetlin are also featured. Future plans are to acquire additional art, acquire changing exhibitions, as well as a docent program, and make the facility available for performances by the ODU music department.

“Our goal is to tie the museum closely to the university,” Jutta explains.



The magnificent “Fountain of Inspiration,” created by American glass artist Howard Ben Tré, greets visitors as they enter the museum’s lobby.



“Still Life with Three Plums” is a hand-blown glass work created by Joey Kirkpatrick and Flora Mace.

“We created an inviting environment. The majority of visitors who come here are not specialists in art. Some may have never been to an art museum. We want students, faculty, staff, and the general public to come in and enjoy the works on view at their leisure and at their own pace. They can react to the art and, hopefully, feel motivated to learn more about the art and explore its history.”

Plan to visit this gem soon. The museum is open Tuesday through Sunday and admission is free. Find out more at barryartmuseum.odu.edu. ♦

Renowned glass artist Dale Chihuly designed this beautiful chandelier that cascades from the ceiling of the second floor.



FOUR BARRY ART MUSEUM PHOTOS ©2019 OLD DOMINION UNIVERSITY

PORTSMOUTH SCHOOLS FOUNDATION HONORS DISTINGUISHED ALUMNUS



Ward Robinett, here in a 2005 photo, continues to provide leadership and support to the community ... even in retirement.

Congratulations to Ward Robinett, founding president of TowneBank Portsmouth, who was chosen as Portsmouth Schools Foundation Distinguished Alumnus for 2018.

With a banking career that spanned more than four decades, Ward always found time to give back to his hometown. He served on Portsmouth City Council for eight years and was named the city’s First Citizen in 1989. Among many leadership positions, he served on the board of Bon Secours Hampton Roads, and as a trustee of the Beazley Foundation.

Under Ward’s leadership, TowneBank Portsmouth rose to the number one spot in deposit market share among all financial institutions in Portsmouth. Ward retired in 2013, but stays involved with Towne in a director role. The Towne Family joins in wishing warmest congratulations to Ward for this honor. ♦

BUSINESS IS BOOMING *on the Outer Banks*



The Outer Banks Chamber of Commerce works to help businesses succeed in the popular resort area.

legislation at the federal, state, and local level that might impact the business community. We also focus on economic development and work to create jobs in our area.”

One new initiative is aimed at tackling the housing shortage that exists on the Outer Banks. The Outer Banks Tiny Home Festival will be held June 8 and 9 at the Soundside Event site, 6800 S. Croatan Highway in Nags Head.

The Outer Banks Tiny Home Festival will feature tiny homes to tour, guest speakers, food and beverages, and entertainment.

OBXMADE is another new program for the Chamber with a focus on supporting local businesses and their products. “This is a creative branding initiative to try to uncover and then celebrate products that are made locally,”

Karen says. “It can be everything from popcorn and coffee to beautiful paintings.” OBXMADE will have a stand-alone website to connect visitors to products they can purchase online. “If you had a great cup of Front Porch coffee while here on vacation and, when you return home, you would love to purchase some more coffee, you can go to the OBXMADE portal and connect with the Front Porch.”

With Karen’s guidance, the Chamber started Leadership OBX, a program designed to develop community leadership now in its fifth year. During nine sessions, students build leadership skills and learn about their community, including tourism, the environment, economic development, and much more. Onsite visits give students the opportunity to interact with community leaders in a variety of areas. To date, more than 100 people have graduated from Leadership OBX.

TowneBank is honored to support the Outer Banks Chamber of Commerce. “Towne is one of our really great supporters and a wonderful partner in many of our programs and events,” Karen says. For more information on their wide range of programs and events, visit outerbankschamber.com. ♦



Karen Brown juggles a lot of responsibilities as president and CEO of the Outer Banks Chamber of Commerce.

“We have a huge housing shortage here for our year-round employees as well as our summer help,” Karen explains. “This festival is to encourage some out-of-the-box thinking about how to solve this issue.”

Empowering the business community is the mission of the Outer Banks Chamber of Commerce, and the organization is hard at work accomplishing its goals. Formed in 1974 when several local Chambers merged, today the OBX Chamber has more than 950 members and serves Dare County, Currituck County, and Ocracoke Island.

Karen Brown has served as president and CEO since 2012 and brought a wealth of Chamber experience with her. “I love helping businesses grow and succeed,” Karen says. “My goal is to create an environment where businesses have the tools they need to be successful. That includes keeping a close watch on

CRISIS SUPPORT *Delivered with Kindness*

Since 2004, Interfaith Community Outreach has reached out to help people in need in northeastern North Carolina. Thanks to ICO, more than \$2.5 million has gone to families in Dare and Currituck Counties who found themselves needing some assistance.

“Our mission is to help people facing a temporary emergency crisis,” says Jenniffer Albanese, executive director, who has worked with ICO for 10 years. “We bridge the gap so no one will ever face an emergency crisis alone.”

ICO started small when a faith-based group came together with a plan to help residents facing crises. “In the beginning, I believe they had about \$300 to distribute,” Jenniffer says. “We have seen amazing growth since then. Last year, we gave out about \$250,000. That makes a huge impact on our community.”

Some of the assistance ICO provides includes: rent or mortgage payments, utility bills, car payments, and gas vouchers. The Alice Kelly Bluefish Tournament, held each year in August, and the annual ICO Golf Tournament held in June, plus many more fundraisers help provide for programs. Additional donations from faith communities, businesses, and

individuals, support from local counties and towns, and the many grants Jenniffer applies for help round out their budget.



Tina Downing greets everyone who comes to ICO with a welcoming smile.



Jenniffer Albanese has helped steer Interfaith Community Outreach since 2009.

Eighty volunteers work alongside three staff members at ICO. “Our volunteers make our programs successful,” Jenniffer says. “We couldn’t survive without them. They greet clients and then interview them to determine how we can best help them. Every case is different, and it’s important to provide the right kind of assistance—anything from budget counseling to employment help and everything in between.” ICO works closely with the local social services departments as well as many other nonprofits.

ICO also offers disaster relief, something vitally important in an area prone to hurricanes and other severe storms. Through the Outer Banks Community Foundation, those affected by the devastation of a storm can get assistance with rebuilding.

In 2015, OBX Cancer Support became part of ICO. A cancer coordinator was brought onboard, and she works to help people with cancer and their families. Services



ICO PHOTOS BY KEVIN GROAT

Interfaith Community Outreach helps residents throughout the Outer Banks who may be facing an emergency crisis.

include transportation reimbursement for trips to get treatment as well as helping with prescriptions and household living expenses.

TowneBank connected with ICO in an unusual way, as Jenniffer recounts. “Our office was located in a building at 2 Juniper Trail. Towne had purchased the property and planned to demo the building to build a new banking office. I thought, ‘Oh here we go. We have to move again.’ ICO had moved about seven times during its history. Towne president Taylor Sugg met with me, and Towne gave us a nice donation to help with the move. Now we have our own permanent building which is such a blessing. We love our relationship with TowneBank.”

For more information on how you can help with the valuable services ICO provides, visit interfaithoutreach.com. ♦

The Power of the Purse

HELPING SURVIVORS OF DOMESTIC ABUSE FIND FINANCIAL FREEDOM



In 1983, seven women gathered in Portsmouth with one goal: to help resolve issues of domestic violence in their community. Those women, referred to as the “founding sisters,” created the Help and Emergency Response Shelter (H.E.R. Shelter), a nonprofit organization that provides immediate resources to those in need as a result of domestic violence.

The H.E.R. Shelter officially opened its doors in 1985. The first home, donated by a generous individual, was located in Portsmouth and had capacity for three families in need. Today, the organization operates two shelters—a larger facility in Portsmouth and another shelter in Chesapeake—and assists 500 families every year who need a safe place to go.



Dawn Glynn (l.) was happy to pose with Beth Cross, executive director of the H.E.R. Shelter, to help promote their Purple Purse campaign.

Sadly, one in four women will experience some type of abuse within her lifetime. Almost all cases of domestic violence involve financial abuse, a tactic used by abusers to control a victim’s access to money or financial resources. The H.E.R. Shelter helps break the cycle of financial abuse by offering education and other services to help clients find financial independence.

From assistance with researching job opportunities, to creating resumes and completing online applications, the H.E.R. Shelter’s team is invaluable to those in need of a fresh start. Clients have access to weekly classes that address topics like money management, interview strategies and more. Once an interview is secured, the H.E.R. Shelter helps clients dress for success by providing access to professional attire.

The H.E.R. Shelter joined in on the Purple Purse Challenge during Domestic Violence Awareness Month. This program is a friendly competition to raise crucial funds, as well as a great opportunity to spread awareness about the services they provide and the importance of financial education. Representatives from the shelter took the purple purse on the road and met with community leaders in Hampton Roads, including TowneBank’s Dawn Glynn, president of retail and private banking.

Since 2014, the Purple Purse Challenge has raised over \$10 million to benefit nonprofits all across the country, including those located in Hampton Roads. The H.E.R. Shelter continues to be an advocate and an amazing resource for victims of domestic violence each and every day. To learn more about the shelter or to get involved, visit their website: hershelter.com. ♦

Virginia Wesleyan Celebrates More than 50 Years of Quality Higher Education



ALAN KARCHNER

The Greer Environmental Science Center is Virginia Wesleyan’s newest building, a state-of-the-art facility with both indoor and outdoor learning spaces that promote interactive education experiences.

Since opening its doors in 1966, Virginia Wesleyan University has been a beacon to students looking for an outstanding liberal arts and sciences education. The college held its first commencement in May 1970, with 41 students graduating. Since then, the university has grown to more than 1,500 students and 10,000 alumni.

Situated on a 300-acre parklike campus in Virginia Beach, Virginia Wesleyan offers a broad academic foundation with an emphasis on cultivating productive and engaged citizens. In 2016, the university elevated its academic program with the launch of the Batten Honors College and the structuring and naming of three schools—the Birdsong School of Social Science, the Joan P. Brock School of Mathematics and Natural Sciences, and the Susan S. Goode School of Arts and Humanities. The establishment of University College and the D. Henry Watts School of Professional Studies followed in 2017 and 2019, respectively.

Formerly Virginia Wesleyan College, the State

The university is committed to affordability for its students and aims to provide a private school education at public school cost. Generous grant and merit award programs are available to students along with federal and state aid. Special discounted tuition is offered for the Evening and Weekend Program and VWU Online.

Virginia Wesleyan recently signed a Fair Transfer Guarantee

concurrent enrollment agreement with Tidewater Community College that guarantees TCC students entrance to VWU with junior class status upon completion of an associate of arts or science. TCC students will also have the ability to enroll concurrently in

200- and 300-level VWU courses and will have full access to the VWU campus—including use of the library and fitness center, and free admission to athletic and cultural events—before they even become students at the University.

TowneBank is honored to support VWU, most recently helping to completely renovate and upgrade the university’s softball complex,

Broyles Field at TowneBank Park, named in honor of Tom Broyles, one of Towne’s founding directors and VWU Trustee Emeritus. VWU is home to the NCAA Division III National Softball Champions, the Marlins. New features include grandstand seating, a press box

and observation deck, irrigation and turf, new backstop screen and artificial turf ring, new bullpens, batting cages and fencing, a home run screen and batter’s eye, an auxiliary building, and coming later this spring, a blacktopped patio area. The ribbon cutting was held in March, and Bob Aston threw out the first pitch. The Marlins went on to win two games that afternoon, moving the team forward in its quest for a third consecutive NCAA Division III softball title.

Visit vwu.edu for more information on Virginia Wesleyan University. ♦



JANICE MARSHALL-PITTMAN

The Broyles Field at TowneBank Park opened in March. (L. to r.) head softball coach Brandon Elliott, president Dr. Scott D. Miller, Bob Aston, and Tina Hill, executive director of Intercollegiate Athletics.

Council of Higher Education authorized the institution to become Virginia Wesleyan University in 2017. With that change, came the addition of two new graduate programs and an online degree-completion program through VWU Online.

The state-of-the-art Greer Environmental Sciences Center opened in 2017, a 44,000 square-foot facility that features indoor and outdoor learning spaces. The Susan S. Goode Fine and Performing Arts Center, which boasts an impressive glass-enclosed lobby and 325-seat theatre, opened in late March.

2003

HAVE A NIGHT

Platinum Sponsors



Bon Secours Virginia Health System has been a loyal Platinum Sponsor for the Fall Extravaganza, and we greatly appreciate their support! Bon Secours Virginia Health System (BSV) is the fourth largest and the only faith-based health system in Virginia. BSV brings together a network of hospitals, primary care practices, ambulatory care sites and continuing care facilities to provide exceptional, compassionate health care services to thousands of Virginians. BSV includes seven award-winning hospitals—four in Richmond and three in Hampton Roads—that offer a full range of services. This not-for-profit health system employs nearly 11,000 people.

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| | Yummy Goodness |



RAVAGANZA

2018

HAVANA Nights



Guests arriving at the TowneBank campus in Suffolk were instantly transported to Havana, Cuba as we celebrated the 15th annual Fall Extravaganza. Latin rhythm and the beats of a Cuban band, regional and Cuban dishes, and Havana décor surrounded guests as they enjoyed a night of fun, fellowship, and philanthropy.

Taste of the Towne – Since it started 15 years ago, the Fall Extravaganza has been recognized for great food and drinks. Havana Nights featured food with a Cuban flair as well as signature dishes from many of the area’s favorite restaurants. Back again this year was the world-famous Waterman’s Orange Crush!

Talk of the Towne – Every year the entertainment just keeps getting better. With music from Sound Connection, Latin Beats Band, and a strolling guitarist, there was plenty of opportunity to take in the music and try out some dance moves. Heads & Tails, lawn games, night golf, and big screen football helped satisfy the sports enthusiasts. And guests could take home memories with photo flip books and commemorative t-shirts. Plus, there were some very lucky winners for grand

prizes including a Caribbean cruise and a \$1,000 cash prize. The Silent Auction was hopping and, for the first time, offered mobile bidding. Bidders could use their smart phone or tablet to place bids and keep up with the auction action.

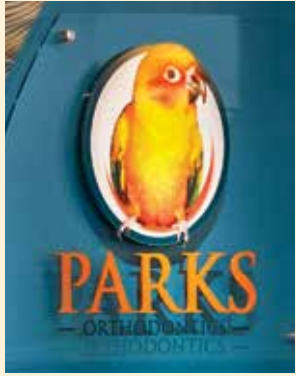
Making a Difference – All Over Towne! The Fall Extravaganza is always a fun, lively, and memorable event. From the beginning, there has been a bigger purpose—making a difference in the communities TowneBank serves. Since 2003, more than \$3 million has been raised for the TowneBank Foundation. After everything was tabulated, 2018 set another record with more than \$475,000 raised.

Food Drive – a Towne Tradition – Guests were also encouraged to bring non-perishable food items to the Extravaganza. Those donations, along with an employee food drive in the weeks leading up to the Extravaganza, resulted in more than 10,000 items that were then donated to regional food banks.

Thanks to our sponsors, volunteers, and attendees who made this great event possible. We couldn’t do it without your help and support. ♦



CREATING BEAUTIFUL SMILES *for More than 40 Years*



Lovely smiles abound thanks to the skilled staff at Parks Orthodontics in Yorktown. Dr. Bill Parks began his practice in 1976 in a small office in Denbigh, with his wife, Sandy, as his only assistant.

A beloved orthodontist, Dr. Parks helped many patients achieve a beautiful smile, boost their self-confidence, and have fun at the same time.

“The office in Denbigh will always be remembered as a fun place with a game room, a giant fish tank, and a menagerie of pets, including our longtime mascot, Sunny the parrot,” says Allison Parks Hale, CEO of Parks Orthodontics. “My dad allowed his patients to write on the ceiling to celebrate the day their braces were removed.”

Dr. Meredith Parks joined her father’s practice in 2006. By that time, Parks Orthodontics had three locations and the two doctors rotated among those offices. In 2014, they made the decision to move the practice from Denbigh into a large facility in Yorktown. “Thanks to TowneBank, we were able to secure a property in a strip mall and then completely renovate it to become the practice of my father’s dreams,” Allison says. By 2017, all the offices consolidated into the Yorktown location.

Parks Orthodontics offers state-of-the-art technology including digital imaging, Invisalign®—a system that aligns teeth without braces, as well as metal and clear plastic braces. And of course, on the fun side, visitors will find a kids’ play area and game room, an internet café with free Wi-Fi, and a variety of pets, including parrots.

Dr. Bill Parks passed away in 2015, and today,



A visit to the orthodontist can be a fun experience with a playroom for kids and an internet café with free Wi-Fi.

Meredith and Allison run the practice along with their mom, who serves as business manager, and a dozen other staff who are like family. “We are very lucky that our dad left behind a tremendous legacy for us to maintain. We are honored and delighted to come to work every day,” Allison says.

One way Parks Orthodontics honors their founder is through the William R. Parks Memorial Scholarship, given each year to a patient who is graduating from high school. “Dad put a lot of emphasis on education and would always ask his patients about their plans after high school,” Allison says. “It seems fitting to do something in his name to continue that part of who he was.”

Parks Orthodontics started more than 40 years ago by Dr. Bill Parks, and now is centrally located in Yorktown.

For more information, including how you or your child can get a “free smile assessment,” visit parksorthodontics.com. ♦



GETTING ORGANIZED IS A SNAP *with Inner Space Systems*

Organization is a big trend today with books, blogs, and videos showing all the latest tips, tricks, and tools to get your home organized. At Inner Space Systems, organization is not something new. In fact, Trish and Les Halstead have been helping their clients organize their spaces for more than 40 years.

Trish’s father, Elwood Boyce Jr., started Boyce Lumber Corporation in Portsmouth and later, after a trip to Florida, he brought the best in organizing to the city. “My father saw a brand new product, a ventilated shelving system that he knew would be popular in Portsmouth,” Trish says. “He asked the company if he could sell the system in Virginia and they agreed.” At the time, Trish and Les were living in Nashville. “My dad reached out to us to see if we’d be interested in helping sell the new product. We packed up our belongings, moved back to Portsmouth, and that’s when Inner Space Systems really began.”

Today, Inner Space Systems (ISS) is a leader in innovative organization and storage. The company provides a wide variety of items including: closet and storage systems, garage organization systems, custom mirrors, bath accessories, and tub and shower enclosures. Their 23 employees work hard to satisfy customers and keep up with the latest trends in organization. ISS can custom design the system and then fabricate it in their own warehouse.

“We like to say that people don’t need more space, they need inner space,” Trish says. “In other words, we can help them organize the space they have to make it more functional.” ISS offers design as well as

installation of organizing systems. Their showroom on Elmhurst Lane in Portsmouth is filled with samples and design ideas. One new and very popular item is heavy glass shower doors which are custom designed and built to the client’s wishes.

Trish relates how ISS makes customer satisfaction their number one priority. “I enjoy seeing a job completed and then having the satisfaction that our customer is happy,” Trish says. “We get messages from our customers complimenting us on a job well done, and they tell us how much they like our employees. That means a lot to us. Our motto is: Treat your customers as you would want to be treated and treat your employees with great respect.”

Trish returns the favor of good compliments by passing out compliments of her own. In a recent note to Bob Aston, she wrote:

Whenever I pull into a TowneBank drive-thru, I am always so impressed how clear and well-maintained the area is kept. The windows are clean, the vacuum



Founders Trish and Les Halstead, with their dog ‘Pup,’ who Trish says is the real boss at Inner Space Systems.

tubes are in good working order, the metal parts are shiny—all in all, it looks new and bright. I just want you to know that your customers do notice the little things about Towne!

ISS has been a Towne member since the bank first opened 20 years ago. For more information on how you can organize your space, visit issvip.com. ♦

NEW THEATER IS A DREAM SETTING for Performers and Audiences Alike

Creativity and opportunity are joining together at Zeiders American Dream Theater at Town Center in Virginia Beach. Mike Zeiders had a dream to start “The Z,” as it is popularly called, as a place for artists to come together to create new works, as well as a place for patrons to see unique and engaging entertainment. As he scouted around for a good location, Town Center kept coming up in conversations he had with city leaders and residents. “Everyone said, ‘This is the heart of Virginia Beach, and it’s where you want to place this jewel,’” says Kelsey Backe, development director for Zeiders.

The Z started at a donated space next to the Sandler Center for the Performing Arts. A small, 70-seat storefront theater served as the launch pad while the permanent theater space was under construction a short distance away. “We realized that a new company needs startup time, and this small space gave us the chance to experiment. The first year, we did 150 shows—everything from cabaret and stand-up comedy to spoken word and children’s shows,” Kelsey says.

Zeiders American Dream Theater opened in October 2018 with a three-day Proteus Festival. The weekend of events featured film, music, theater, panel discussions, and workshops. Teams of students from area high schools worked with mentors during the festival. “They created something brand new and performed it on Sunday,”



Zeiders American Dream Theater is located in the heart of Virginia Beach at Town Center.

Kelsey says. “These kids just blew us away with their creativity and talent.”

The Z has a 300-seat main stage and a 100-seat studio space. The goal is to provide a venue where artists can showcase and develop their crafts in real time. It is a “creative kitchen” where artists can introduce new songs, plays, writings, and more. The Z features some established talent from outside the area and also

provides numerous opportunities for local talent to thrive.

Mike Zeiders is founder and CEO of Zeiders Enterprises which provides support services for service members and their families. He also founded Quality of Life, an organization that supports the families of severely wounded or ill veterans.

TowneBank president Morgan Davis serves on the Zeiders board. “Morgan loves the arts, and he connected right away with our mission,” Kelsey says. “Buffy Barefoot and Kim Shuler have been great to work with too. Towne has supported us from the very beginning as one of our first corporate sponsors.”

Shakespeare, jazz, poetry, comedy, plays, children’s music—it’s all coming up at The Z. For a detailed schedule, visit chez.org. ♦



The 300-seat main stage at The Z welcomes artists in a more intimate setting that allows performers to closely connect with their audience.

FRANCES KAHN OFFERS A UNIQUE SHOPPING EXPERIENCE

Stepping into a Frances Kahn boutique is not your typical shopping experience. From the moment a customer enters the store, she is given individual attention and personalized assistance. Helping every woman look and feel her best is the mission at Frances Kahn. Sales associates are experienced stylists with excellent taste.

Frances Kahn celebrated their 40th anniversary in 2017. Frances and August Kahn opened their first store in Danville. It was the height of the Depression and money was scarce. The store occupied the downstairs of a two-story building in the center of downtown. The couple’s hard work and determination saw them through

those first lean years. Frances was known for always wearing a black dress and pearls as she gave advice, approved selections, and took orders for special customers that she would select on frequent trips to New York.

Daughter Lorraine and her husband, Nathan Lester, took over the business in the late 1940s, and success continued as Frances Kahn expanded to Roanoke in 1983 and Richmond in 1988. By then the Lesters’ son, Rusty, was in charge, and he expanded the company once again to Virginia Beach in 2003.

Today, there are three locations in Richmond, Roanoke, and Virginia Beach. The stores feature a wide range of options from everyday and office wear to special occasions. They also carry designer shoes, jewelry, and handbags to create the perfect look. Frances Kahn’s in-store events and personal appearances by the world’s top designers make the stores more than just a place to shop. They’re an experience in and of themselves.

Personal attention and treating every customer like family—a long-standing tradition at Frances Kahn.



Voted by *Harper’s Bazaar* as one of the Top 100 Specialty Stores in America, Frances Kahn continues to take their commitment to women’s fashion seriously. They treat each customer just as they know Frances Kahn herself would, as a member of the family.

“Frances Kahn is a boutique dedicated to understanding unique styles and preferences,” says Curt Straub, TowneBank Richmond vice president. “At Frances Kahn, they provide exquisite service and a personalized approach to fashion. It’s not unlike how TowneBank approaches banking—listening to our members, understanding their needs, and tailoring options for a perfect fit. It’s all about putting members first and creating long-term relationships. We are delighted to have Frances Kahn as a TowneBank member.”

Visit franceskahn.com for more information and a list of locations and upcoming special events. ♦





- CAMERON AGRICOLA, VP, Senior Commercial Portfolio Mgr
- LINDA ALLEN, Senior Account Manager—Commercial Lines
- MICHAEL BAKER, VP, Data Architect
- AMY BANKS, Member Service Specialist
- BUFFY BAREFOOT, Virginia Beach President
- JANE BECK, VP, Charlotte Market Ops Mgr
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- PILAR CASTILLO, Member Service Specialist
- CORI CHAPP, VP, Director Business Technology—Mortgage
- VERA CHAVIS, HR Officer, Senior Payroll Specialist
- AMBER CLEVELAND, VP, Portfolio Analyst
- TERRI COATS, Mortgage Loan Consultant
- SANDY COMEY, HR Officer, Human Resources Administration
- LAUREN CONKLIN, Mortgage Secondary Marketing Assistant
- DESERIE COOPER, Member Service Representative
- TAYA COOPER, Relationship Specialist
- CHELSEA COPAN, AVP, Private Banking Officer
- OLGA COX, Banking Officer, Member Service Specialist
- CHRIS CRAWFORD, SVP, Internal Audit Manager
- MATT DAVIS, President, Paragon Bank
- TIFFANY DEAN, Asst Property Services General Manager
- WYLENE DEAN, AVP, Executive Assistant
- DANA DELLINGER, Merchant Sales Officer, Merchant Sales Rep
- LAUREN DENNIS, Account Executive
- MARIA DICKINSON, SVP, Treasury & Merchant Sales Rep
- DALLAS DONALDSON, Banking Officer, Relationship Specialist
- WENDY DROLL, Banking Officer, Construction Draw Admin
- CHRISTINE DRUMMOND, Administrative Assistant
- ALLISON DUNLEAVY, EVP, Real Estate Loan Officer
- JEANNIE EAGLE, Travel Team Member Service Rep
- JENNIFER EDMISTON, MERS Administrator
- SHEILA EDMONDS, VP, Business Analyst
- RYAN EISENBERG, SVP, Chief Technology Officer
- TARA ELEY, Member Service Representative
- TYLER ELLIS, Capital Markets Assistant
- ANDREA ERBES, SVP, Mortgage Corporate Operations Mgr
- JESSICA EVERSOLE, Maintenance Lead
- GABBY EYER, Member Service Representative/Vault
- PAUL FASHJIAN, AVP, Credit Portfolio Analyst
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- MELISSA FORMICHELLI, Client Relationship Coordinator—Loans
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- TAMMY GIBSON, Deposit Services Officer, Deposit Services Rep
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- BRITTNEY HATLEY, Benefits Specialist
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- LINDA HOOKS, EVP, Treasury Services Manager
- SHARON HOSTMAN, Deposit Services Representative
- ASHLEY HUCKS, Client Relationship Coordinator—Loans

Promotions through mid-March 2019
Continued on page 16

TAKE A TRIP WITH TOWNE!



Beach Properties of Hilton Head can find just the right beach get-away for you and your family and friends.

Warm weather temperatures are just around the corner, and with that, many of us have started to think about planning our next getaway. You may be familiar with Towne’s Family of Services, including TowneBank Mortgage and Towne Insurance, but did you know that Towne can also help with planning your next trip? Towne Vacations is pleased to offer a variety of options for your next escape from the everyday!

Are white sand beaches what comes to mind when you think of rest and relaxation? Then Hilton Head Island might be the place for you! Beach Properties of Hilton Head Island in South Carolina, a Towne Family company, has been a premier rental company for over 20 years. All of the available rentals are on or near the beach, making it easy for visitors to enjoy a day lounging under an umbrella or a sunset walk in the sand. The carefully selected properties are all privately owned and decorated, making each unique in its own way. Beach Properties ensures that all homes are maintained at the highest level of quality and provides special touches throughout your stay, including a discount program at many local restaurants.

Rentals range in size from one to seven bedrooms and typically offer amenities like access to golf, tennis courts and pools. Sea Pines, for example, is located at the very southern tip of Hilton Head and covers almost one third of the island. In this gated, private community, guests have the opportunity to go horseback riding at the Equestrian Center or boating, fishing and crabbing at one of the two marinas. Additionally, Sea Pines guests can play on one of three Championship Golf courses or explore the trails in the 600-acre Nature Preserve. There is truly something for everyone to do in Hilton Head!

A little further up the coast, the beaches of Oak Island boast some of the most scenic views in North Carolina. Oak Island Accommodations, another Towne Family company, has over 600 rental homes and condos available on the beaches of Oak Island and in the nearby town of Southport.

A trip to Oak Island allows visitors to truly “go off the grid” and enjoy a laid-back, peaceful vacation. Activities on the island include fishing, kayaking and boating. Visitors can also take a tour of the historic Oak Island Lighthouse. Picturesque views make Oak Island the perfect place to hold your next family



Railey Mountain Lake Vacations offers year-round adventure at Deep Creek Lake in western Maryland.

reunion, wedding or other special event. The team at Oak Island Accommodations can provide referrals for caterers, musicians or florists for any type of occasion.

Offering quintessential southern charm, visitors can easily see why Southport has long been known as one of the best little coastal communities to visit on the East Coast. Southport was founded in 1792, and has maintained its historic small-town vibe. The town is located on the mainland between Wilmington and Myrtle Beach, but far from the hustle and bustle of the city. Many of the homes offer views of the inter-coastal waterway, and ocean lovers are just a short drive away from the beach. Downtown Southport is full of boutiques, antique shops and local restaurants for visitors to enjoy.

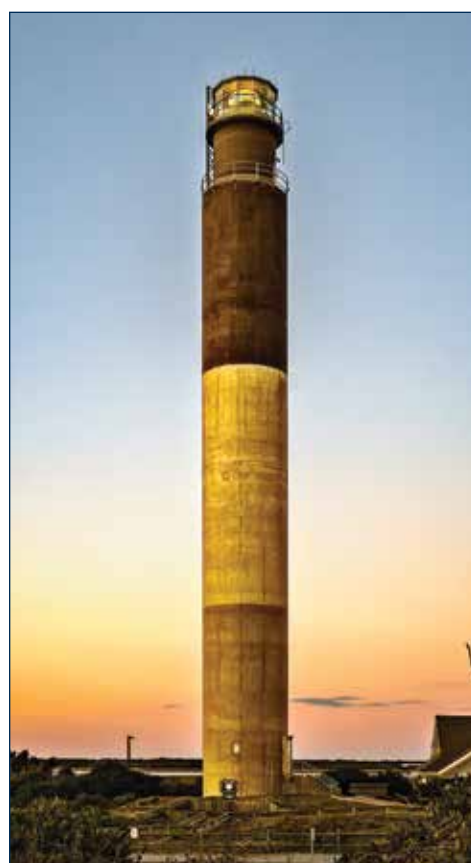


Looking for a quiet retreat or a wedding location? Oak Island Accommodations has more than 600 homes and condos available in Oak Island and nearby Southport.

With opportunities for year-round adventure, Deep Creek Lake in western Maryland is another top-rated vacation destination. Railey Mountain Lake Vacations, a Towne Family company, has over 450 rental homes, condos, cottages, and cabins that will fit any size group. Over 100 of the rentals are pet-friendly, meaning guests can bring their four-legged friends to join in on the fun.

The list of things to do at Railey Mountain is endless. Whitewater rafting and rock climbing are options for the thrill seekers, while others may enjoy stand-up paddle boarding or kayaking. Railey Mountain is truly a place where you can “choose your own adventure,” with options to stay close to the action of the lake, or tucked into the quiet mountains for a more serene experience.

With any of these great destinations, you can rest assured that you will experience only the highest level of quality you’ve come to expect from the Towne Family of Services. Visit townebank.com and search “Towne Vacations” to start planning your next trip with Towne! ♦



The Ultimate Gift – Living Donor Saves a Life

Many of us give generously of our time or our treasure. Not many of us, however, can say that we have literally given part of ourselves.

When Mike Reff, senior vice president at Towne Insurance, got word that his friend, Andy Vakos, was in need of a kidney, he didn't pause to think about it. "Honestly, it was one of those things I felt called to do. And I listened," he says.

Mike and Andy met through the Noblemen, a nonprofit organization based in Virginia Beach, dedicated to improving the lives of children in our community. Mike joined the group when he moved to the area in 2001 from his native Florida. The two men shared a passion for philanthropy and also formed a business relationship. Mike quickly realized that Andy, who owns the Oceanfront Inn at the beach, was someone he was lucky to call a friend. "Andy was always that guy who stepped up to help. He is just so generous."

Once Mike joined the list of potential donors, things moved quickly. After filling out paperwork on a Saturday, Mike was scheduled for testing the following Monday. Over the next few weeks, he underwent a battery of tests to confirm his eligibility to donate. Many of Andy's friends and family members also stepped up to help out, but at the end of the screening process, it was determined that Mike was the best match.

Surgery was set for July, but during a final CT scan, small stones were detected in one of Mike's kidneys. His surgery was canceled, leaving Mike shocked. "I couldn't believe it, after all of that testing." Another potential donor was called in, but eventually, the team of doctors decided that Mike was still a stronger match for Andy



Mike Reff (r.), of Towne Insurance, gave an extraordinary gift to his friend Andy Vakos—one of his kidneys. The transplant date was once again set.

After a five and half-hour surgery last September, Mike spent a few days in the hospital and two weeks resting at home. Today, he is fully recovered with zero physical restrictions. Andy's health has also drastically improved. The pair see each other every month, even sharing Christmas dinner together last year.

Mike joined the TowneBank family in 2001, the same year he met Andy through the Nobleman. Mike moved to Hampton Roads after he joined the

army and was stationed at Fort Story. He moved back to Florida after his service, but returned to Virginia and has called the area and TowneBank home ever since.

Mike was introduced to the world of insurance in high school, working part-time gathering accident reports. Today, he works with commercial contractors, large property owners and developers. As he approaches his 20th anniversary with Towne, Mike is still amazed with the "incredible talent and tremendous leadership" he has worked with from day one.

Months after the surgery, Mike still has a hard time putting into words the impact the experience has had on his life. "Honestly, I just feel blessed to have been able to save someone else's life. For the little bit of pain I went through, the gain was overwhelmingly worth it."

According to Donate Life Virginia, less than a third of people on the organ wait list receive a transplant each year, and over 20 people in the United States die each day waiting for a transplant. Living donors, like Mike, help save lives and prevent years of dialysis care for patients. More often than not, living donor organs are better quality than deceased donor organs, and are often better tolerated by the transplant recipient. Mike encourages anyone considering organ donation to "just do it," stating that to him, the physical recovery was minimal compared to what he has gained through the process.

TowneBank salutes Mike for this amazing act of generosity. We are proud to have him as a longtime member of our Towne Family. To learn more about organ donation, visit donatelifevirginia.org. ♦

TOWNE INSURANCE
A Towne Family Company

BERKSHIRE HATHAWAY
HomeServices
Towne Realty

LUXURY COLLECTION

BAY COLONY
VIRGINIA BEACH | \$3,250,000
LUXURYCOLLECTIONVA.COM/10226180

CHERITON
NORTHAMPTON COUNTY | \$2,800,000
LUXURYCOLLECTIONVA.COM/10237916

ALANTON
VIRGINIA BEACH | \$2,995,000
LUXURYCOLLECTIONVA.COM/10245736

EDINBURGH
CHESAPEAKE | \$2,295,000
LUXURYCOLLECTIONVA.COM/10227756

INDIAN RIVER PLANTATION
VIRGINIA BEACH | \$2,295,000
LUXURYCOLLECTIONVA.COM/

GOVERNORS LAND
WILLIAMSBURG | \$1,295,000
LUXURYCOLLECTIONVA.COM/10205491

WATERVILLE
KING WILLIAM COUNTY | \$1,189,000
LUXURYCOLLECTIONVA.COM/10215771

BENNETTS CREEK LANDING
SUFFOLK | \$998,000
LUXURYCOLLECTIONVA.COM/10229997

GOVERNORS LAND
WILLIAMSBURG | \$989,000
LUXURYCOLLECTIONVA.COM/10237732

GHENT
NORFOLK | \$829,000
LUXURYCOLLECTIONVA.COM/10244322

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- **SUE IVY**, SVP, Private Banking Officer
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- **MIKE JAKUBOWSKI**, EVP, Commercial Lender
- **ELIZABETH JARRETT**, AVP, Exec Asst to CEO & Chief Banking Officer
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- **JENNY KAHLER**, Property Manager Supervisor
- **JOHN KELLER**, AVP, NC/SC Post Closer Team Leader
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- **EREN MOJARRO**, Relationship Specialist
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- **MEGAN PATTERSON**, VP, HRIS Manager
- **ELAINE PETREY**, Loan Closing Coordinator
- **HOPE PORTER**, Construction Account Administrator
- **LISA PRICE**, HR Officer, Senior Benefits Specialist
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- **MEREDITH PRUE**, Banking Officer, Member Service Specialist
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- **LISA RAFTER**, AVP, Loan Processing & Support Training Specialist
- **ELIZABETH RAGSDALE**, HR Officer, Senior Benefits Specialist
- **RICH ROARK**, AVP, Loan Closing Manager
- **SUSAN ROBERTS**, Member Service Specialist
- **DONNA ROBINSON**, Banking Officer, Branch Operations Manager
- **NATALIE ROBINSON**, Insurance Producer
- **COLENE ROCHE**, Member Service Representative
- **TINA RODEHEAVER**, Guest Arrival Coordinator
- **VICKY ROGERS**, Operations Manager
- **MICHELE RORRER**, AVP, Account Administrator
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- **DEBBIE SAMUEL**, AVP, Exec Asst to Insurance Regional President
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- **KATELYN SHANNON**, Banking Officer, Branch Operations Trainer
- **CULLEN SHORTT**, eChannel Member Support Representative
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Promotions through mid-March 2019

A Towne Family Company

As part of an ongoing series in TowneToday, the professionals located at Towne Investment Group are pleased to provide informative articles on a variety of investment topics. In this issue, Ken Wren Sr. discusses the advantages of dividend investing.

Ken Wren Sr., Chairman, Towne Investment Group Financial Advisor, Raymond James Financial Services, Inc. (757) 638-6855



DIVIDEND INVESTING

The low interest rate environment that investors are currently experiencing is unlikely to last forever, and the rates have already begun to rise. As a result, dividend-paying stocks can potentially be an attractive opportunity for yield-seeking investors, who may also desire positive real, inflation-adjusted returns when Treasuries, cash, and cash equivalents are unable to offer them. As an important source of total return, dividend-paying stocks are also tax-efficient investments; dividend tax rates fall between 0%–20%, depending on an individual's ordinary income tax bracket.

Even for those investors not focused on income, dividend-paying stocks offer advantages for long-term capital growth and may complement your investment portfolio. Reinvestment of dividends can add value in the long run, as the effects of compounding may accelerate wealth accumulation and help long-term investors weather market downturns better. When dividends are reinvested during a downturn, investors are able to take advantage of dollar-cost averaging since they will be able to buy more of a stock than before, when it was priced higher.

Past performance is no guarantee of future results. Dividends are not guaranteed and are paid at the discretion of the stock-issuing company. This is for illustrative purposes only and not indicative of any investment. Government bonds and Treasury bills are guaranteed by the full faith and credit of the United States government as to the timely payment of principal and interest, while stocks are not guaranteed and have been more volatile than the other asset classes. Bonds have varying levels of sensitivity to changes in interest rates. In general, the price of a debt security tends to fall when interest rates rise and rise when interest rates fall. Securities with longer maturities and mortgage securities can be more sensitive to interest rate changes. Dollar cost averaging does not assure a profit and does not protect against loss. It involves continuous investment regardless of fluctuating price levels of such securities. Morningstar Material used with permission for advisors of Raymond James Financial Services and Raymond James & Associates. Securities are offered through Raymond James Financial Services Inc., member FINRA/SIPC, and are: NOT insured by FDIC or any governmental agency, NOT guaranteed by TowneBank, NOT deposits of TowneBank, and are subject to risk and may lose value. Towne Investment Group, Towne Wealth Management and TowneBank are not registered broker/dealers and are independent of Raymond James Financial Services, Inc. Investment advisory services are offered through Raymond James Financial Services Advisors, Inc. Main Office: 5806 Harbour View Boulevard, Suite 202, Suffolk, VA 23435 (757) 638-6850

DIVIDEND INSIGHTS

- Current income from Treasuries, cash, and cash equivalents may not be enough because inflation has the effect of eroding purchasing power.
- Dividend-paying stocks can generate income, grow income, and offer the potential for capital appreciation.
- Dividend-paying stocks may provide better risk attributes, such as lower volatility and some level of downside protection when markets decline.
- Even for investors not focused on income, dividend stocks may offer advantages for long-term capital growth:
- Dividend growth has been a driver of total return in the long run.
- Reinvesting dividends may help boost long-term equity returns.

The Raymond James financial advisors at Towne Investment Group can talk with you about adding dividend-paying investments to your portfolio. Please contact Ken Wren Sr. (757) 638-6855 or any of the other financial advisors with any of your questions. ♦

HELPING BABIES, CHILDREN AND PARENTS THRIVE

For 25 years, Children and Youth Partnership (CYP) has worked to ensure the well-being of families living in Dare County, North Carolina. The organization, founded in 1994, has grown by leaps and bounds since its inception, offering a range of services to benefit children of all ages.

Shortly after forming, CYP helped establish the Wright Place for Youth and the Dare County Youth Center located in downtown Manteo.

The center is a fun, safe place for children to go after school or when school is out. In 1997, CYP started the Smart Start early childhood program, a nationally recognized effort that helps ensure all children are ready to succeed when they start school. Today, the Smart Start is used in every county in North Carolina. The Raising a Reader Program provides quality books to families to encourage a routine of daily reading.

The Baby LINKS program provides new parents access to a registered nurse at birth and at milestones during the child's first year. CYP also hosts free workshops through their Parenting

Enrichment Program and connects new parents with mentors through their Family Support Network. Working parents can look to CYP for assistance with childcare options. A database helps families find daycare, and CYP provides financial assistance for qualifying families.

Each spring, CYP hosts KidsFest, held at Roanoke Island Festival Park in Manteo. The day is an opportunity to celebrate the children of Dare County with fun

activities like face painting, corn hole, photo booths, and crafts.

Families are encouraged to bring a picnic lunch to enjoy while watching live entertainment. Town E. Bear is known to join in on the fun, dancing on stage and taking pictures with attendees. TowneBank is proud to be a supporter of CYP of Dare County and this fun-filled event. For more information about KidsFest or to learn more about CYP, visit darekids.org. ♦

Town E. Bear poses with some of his fans at KidsFest, sponsored by Children and Youth Partnership.



RIGHTSIZING YOUR HOME FOR RETIREMENT

How to find a forever home that's the perfect fit for your needs

Retirement is a time of change. More free time, different hobbies and, for some, a new home. But whether “new” means a smaller or larger abode depends on the needs and wants of each retiree. While there was a time when “living large” drove American desires for big cars and even bigger houses, that’s not necessarily the case now. There are some who prefer the freedom and convenience of living simply in a cozier home, whereas others still relish the prestige of a larger place.



THE UPSIDE OF UPSIZING

A more spacious home makes sense for retirees eager for visitors and those open to sharing their space with generations of family, whether full time or just for vacations and holidays. Although a multigenerational household requires dealing with other people’s schedules, needs and pet peeves, the perks can add up. Grandparents who aren’t working outside the home might help with childcare and meal preparation, easing the burden for their adult children. Older people who have trouble making ends meet can find that moving in with their adult, retired children is less costly than traditional senior housing. Plus, they will have a built-in social network.

LIVING LARGE BY LIVING SMALL

Retirees and empty-nesters have been downsizing or “smart-sizing” for decades in a bid to use their income as wisely as possible. This demographic often sells larger houses in favor of a mortgage-free lifestyle with less maintenance. Really, they’re permanently reducing one of the biggest fixed expenses they’ll encounter: housing costs. And with their children out on their own, homeowners are giving up their five-bedroom house in the suburbs in favor of a two-bedroom condo on the beach that is much more appealing to them. Saturdays can be spent collecting seashells rather than mowing the lawn.

Many of those who voluntarily downsize can afford a big car and a larger house, but they’re doing the math and finding that living with less doesn’t necessarily mean going without. For instance, a smaller home may mean less yard and housework and more time and energy to pursue things you truly enjoy. It’s not necessarily about making do with less; instead the trend is about making room for what makes you happy.

If you are looking to finance your dream home, TowneBank Mortgage is here to help. Contact us today at (888) 637-1321 or visit townebankmortgage.com. ♦ NMLS #512138

Point of View, January 29, 2019, Raymond James. This article is being provided as a matter of interest.



Rock On—Towne helped paint rocks that are then placed around the communities to raise awareness of CHIP—the Children’s Health Investment Programs.

“ROCKING ON” TOGETHER TO SUPPORT CHIP

What could be better than volunteering for a worthy cause? Doing it alongside those you love. That’s the mission behind Family Volunteer Day, a global day of service that celebrates families coming together to help their neighborhoods and communities.

TowneBank was excited to participate in Family Volunteer Day for the 10th year in a row. Our team, comprised of volunteers of all ages, gathered at Virginia Wesleyan University to complete a project to support Children’s Health Investment Program (CHIP). Founded in 1988 by a small group of pediatricians, CHIP is dedicated to building a healthy community by ensuring the health of our children. Through their voluntary in-home visit program, CHIP brings certified parent educators and registered nurses into the homes of our area’s most susceptible children at no cost to the family. Professionals provide health assessments, education, and support for families who might otherwise not have access to such vital tools and information.

One of CHIP’s missions is to instill the importance of the first 2,000 days of a child’s life—from birth to the first day of kindergarten. These early days lay the foundation for a child’s future health,

academic and workplace success. TowneBank employees and their family members used their creative talents to help paint and decorate some of the 2,000 rocks that have since been placed all over Hampton Roads to help raise awareness about CHIP and the “The First 2,000” initiative. Community members lucky enough to find a painted rock are encouraged to snap a photo and share it on social media to help spread the word about CHIP’s mission and impact. To learn more, visit CHIPSHR.org.

TowneBank is happy to serve as a sponsor for Family Volunteer Day, which is organized locally by VOLUNTEER Hampton Roads. Over 350 volunteers in our area participated this past fall, completing service projects that included making cards for veterans, wrapping birthday gifts for children in foster care and creating emergency preparedness kits for seniors.

Family Volunteer Day is a wonderful way to kick-start the holiday season each year, however volunteers are needed for various service projects all year long. Check out VOLUNTEER Hampton Road’s website for a variety of opportunities to get involved in our community today! volunteerhr.org. ♦

10 MEDICARE TIPS FOR NEW ENROLLEES

Family, friends, and coworkers may offer you well-intended Medicare advice, but sometimes their advice is incorrect. Before you make your Medicare decisions, find a



trusted, knowledgeable Medicare advisor. It will save you time, money, and worry.

Here are some tips to get you started:

1. You may enroll in Medicare three months prior to the month you turn 65. Your coverage will begin on the first day of your birthday month.
2. Plan well in advance by reviewing Medicare pamphlets, talking with professionals, and visiting the Medicare website.
3. If you and/or your spouse turn 65 and are enrolled in a company health plan, it may be less costly to enroll in Medicare. (A company may not drop or incentivize an employee who is age 65+ to leave the group health plan. To do so would violate the federal Age Discrimination in Employment Act, ADEA).
4. Enroll in Medicare by going to Medicare.gov. Scroll down to Sign up/Change Plans and then click on Apply for Medicare online. Give yourself at least 30 minutes.
5. After you enroll in Medicare, your Medicare

ID card typically will arrive in three weeks, but sometimes may take longer. You need your Medicare ID to enroll in a supplement, drug plan or Advantage Plan.

6. Medicare Part A usually has no monthly premium.
7. The Medicare Part B monthly premium is \$135.50. Couples with annual incomes greater than \$170,000 (singles greater than \$85,000) will pay more for Part B and Part D.
8. If you don’t sign up for Part B when you’re first eligible, you’ll pay a lifetime late penalty. Your monthly Part B premium will increase by 10% for each full 12 months you weren’t enrolled.
9. Each year, companies must notify Medicare-eligible employees whether or not their company’s drug coverage is creditable: equivalent to Medicare’s standard Part D coverage.
10. If you don’t enroll in a Medicare Drug Plan (Part D), you’ll face a lifetime penalty of 1% of the “national base beneficiary premium” (\$33.19 in 2019) times the number of full, uncovered months you didn’t have Part D coverage.

Planning ahead helps you avoid penalties! Towne Benefits, a Towne Family company, has professionals who can assist you in navigating the complexities of this important topic. Feel free to reach out to Steve Frazier at (757) 249-5481 or stevefrazier@townebenefits.com. ♦

Finding Healing and Hope

Most of us know the importance of maintaining good physical health through smart eating and exercise. Strong mental health, however, is just as important. This past fall, organizers of the Morning of Hope Walk set out to raise awareness about good mental health and help alleviate the social stigma surrounding mental illness.

Over 3500 people attended the walk held at Mount Trashmore in Virginia Beach. The event, facilitated by the nonprofit organization Hampton Roads Survivors of Suicide, was one of remembrance and healing, but also served as an opportunity for participants to celebrate life to its fullest extent.

The morning began with a touching program featuring a tribute to lives lost due to mental illness. Speakers shared messages of hope and awareness. By providing education and resources about mental illness, event organizers hope to spread the message of mental illness as a treatable disease and suicide as a preventable tragedy.

At the start of the walk, participants passed through a curtain of 1,000 delicately

folded paper cranes, an international symbol of peace and healing. Susan Rowe, executive vice president of treasury sales at TowneBank, has been involved with the walk since its inception. “As you can imagine, this is not your typical walk. It is one of mental healing and touches so many lives and families in our community. It is an unforgettable experience.”

Licensed counselors were available during the event to provide support, answer questions and provide resources. The family-friendly event also included food, live music, and an opportunity for participants to create their own paper crane.



The crane is a symbol of healing and peace, and 1,000 were on display at the Morning of Hope Walk.

For several years, a team of TowneBank volunteers has helped manage registration and welcome families and participants as they arrived for the walk. TowneBank was pleased to once again serve as a sponsor of the event.

Future events, including the Out of Darkness Walk sponsored by the American Foundation of Suicide Prevention, are being planned for our community. To learn more and to find additional resources and education about mental health, visit the American Foundation of Suicide Prevention’s website at afsp.donordrive.com. ♦

TOP 40 UNDER 40 Congratulations Joe Dusewicz

The Towne Family is thrilled to share that another one of our hometown bankers, Joe Dusewicz, has been placed on the Top 40 Under 40 list published annually by *Inside Business*. The list, now on its 19th year, recognizes successful professionals in Hampton Roads who engage in meaningful service in their community.

In 2012, Joe joined TowneBank as a banking officer and member services specialist, moving to the role of credit analyst in 2015. Today, he serves as the assistant vice president and manager at TowneBank Oyster Point in Newport News, the largest location on the Peninsula. Not only does Joe manage a multimillion-dollar portfolio, he also serves as a mentor to his colleagues. “He has a talent for training and development,” states Brian Skinner, chief banking officer, who attributes these strengths to Joe’s previous experience in management and his time spent coaching little league and soccer.

In addition to being selected for Towne’s 2019 LEAD Associate program, Joe sits on the board of directors for the Hampton Roads Chapter of Risk Management Associates. He graduated with a 4.0 from Averett University with a double major in business management and sports management, all while playing collegiate soccer, even serving as the team captain his senior year.

Joe is on the executive council of the United Way

Joe is active in the community and enjoyed blowing bubbles with a friend at the New E3 School in Norfolk.

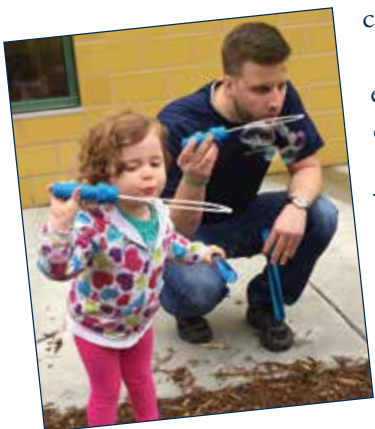


Towne’s Joe Dusewicz has climbed to the top as one of the Inside Business Top 40 Under 40.

Emerging Leaders Society for the Virginia Peninsula, a group that works to develop young philanthropists in our community. As part of the group’s “Over the Edge” fundraiser, Joe put his passion into action by rappelling down the side of a building in downtown Newport News. He also serves as the team leader for the Pacesetter United Way campaign, helping TowneBank meet and exceed its fundraising goal.

Additionally, Joe volunteers as a budget advocate for THRIVE Peninsula, counseling those at risk of eviction or losing utilities on how to create and manage a sustainable budget. He is the first vice president for the Peninsula Sports Club, helping with fundraisers that assist with youth programs and scholarships for athletes. He has been a participant in a range of other philanthropic endeavors, including the Salvation Army holiday toy drive, the “Walk a Mile in Her Shoes” event, and the Otter Ball committee to benefit the Virginia Living Museum.

The Towne Family congratulates Joe on this well-deserved and prestigious honor! ♦



Keeping Skin Healthy for 75 Years

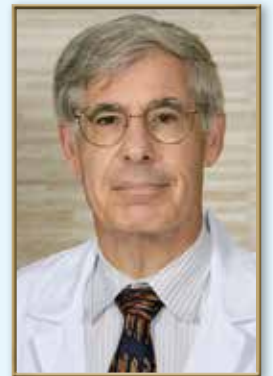
PARISER DERMATOLOGY

Our skin is the largest organ in the human body. It serves a critical role in our health by protecting us from the environment and supporting the body’s other systems. Keeping skin healthy is vital.

When Dr. Harry Pariser founded his dermatology practice in the mid-1940s, sunscreen was yet to be invented. The average person knew little about the importance of protecting their skin from the sun’s harmful rays.



Dr. David Pariser



Dr. Robert Pariser

Dr. Pariser practiced alone for about 30 years, helping his patients with a variety of skin problems. Harry’s sons, David and Robert, both became dermatologists and then joined their father in his practice. The three worked together for about 15 years before Harry retired. David and Robert are still part of the practice today. From that downtown Norfolk office 75 years ago, Pariser Dermatology has grown to six locations stretching from Virginia Beach to Williamsburg, with 185 on staff.

Pariser dermatologists have extensive experience in treatment and prevention of many general dermatologic needs. Using both medical and surgical aspects, they can treat ailments related to acne, eczema, warts, rashes, rosacea, mole removal, psoriasis, and skin cancer. Pariser has two surgeons who are Mohs-trained, a specialized surgery technique used to treat skin cancer. They also have a full-service lab with two onsite pathologists.

In recent years, cosmetics has become a larger part of Pariser Dermatology with three master aestheticians now on staff. They offer a wide variety of cosmetic services including facials, laser treatments, chemical peels, and botox treatments.

Carol Seymour, practice administrator, joined Pariser Dermatology about three years ago and introduced the practice to TowneBank. “I had a relationship with Towne at my previous job,” Carol says. “When I came to Pariser, I quickly found out that we didn’t have the kind of relationship with a bank that I was accustomed to. I introduced Dawn Provost, Portsmouth Boulevard branch manager, to our team, and we quickly made the switch to TowneBank.”

Some tips to keep your skin healthy:

- Wear sunscreen every day with an SPF of 30+.
- Avoid the sun between 10 a.m. and 4 p.m. when the sun’s rays are strongest.
- Eat a healthy diet.
- Don’t smoke.
- Have your skin checked annually by your physician or a dermatologist.
- If anything unusual appears on your skin, have it checked out.

Visit pariser.derm.com for more information. ♦

TRAVELING FROM VIRGINIA TO VERMONT SENIOR PARTNERS ON THE GO!



TowneBank Senior Partners are an enthusiastic group of travelers who never tire of seeking out adventure. Whether it's the ever popular trip to New York City or a chance to visit Vermont, the seniors are always ready to hop onboard for a memorable time with friends.

Over the last few months, the group has been all over the map—visiting New England where they took in the Teddy Bear Factory and the Norman Rockwell Museum; enjoying musicals at the Riverside Center in Fredericksburg and Broadway plays in New York; relaxing at the Greenbrier,

known as “America’s Resort,” and a quick trip to see the sights in Charlottesville.

As you can see on the Senior Partners calendar, some great trips are coming up—from Kentucky to the Blue Ridge Mountains to the Biltmore Estate in Asheville—there is something for everyone. Plan now to join the group and make some wonderful memories! If you would like more information on how to become a Senior Partner, talk to your hometown banker or visit townebank.com/banking/seniorpartners. ♦



Ginger Griffith with her new friend from the Vermont Teddy Bear Factory.



A trainer introduces Susan Boughton (r.) to a beautiful resident of the University of Vermont Morgan Horse Farm.



Jewel Robinson and Lucy Vann enjoy some quiet time, while Glenn and Betty Miller explore the grounds around the Greenbrier.



Debbie Hayes and Carolyn Watts on the trip to Charlottesville.



Thomas Jefferson joined Victor and Evelyn Goodman in this fun photo.



Posing for a picture outside Monticello, (l.-r.) Harold Zedd, Ginny Collins, Hoan Petrie, Joan Wheeler, Margaret Lesho, Katherine and Lester Lipford.

TOWNEBANK SENIOR PARTNERS TRAVEL CALENDAR

For reservations or additional information, please call Carol Hernandez at (757) 638-6797.

» **THE ARK ENCOUNTER & CREATION MUSEUM**

JUNE 17–20
Williamstown, Kentucky
Tour of Cincinnati, dinner cruise on Belle of Cincinnati riverboat
\$940 per person (double)

» **DOVER DOWNS HOTEL & CASINO**

JULY 22–24
Breakfast buffets & \$80 free play, “The Jersey Four” musical show
\$320 per person (double)

» **“SOUTH PACIFIC”**

SEPTEMBER 4
Riverside Center, Fredericksburg
\$119 per person

» **STAUNTON, VA BLUE RIDGE MOUNTAINS**

SEPTEMBER 11–13
Lodging at Stonewall Jackson Hotel, Blackfriars Playhouse performance
\$680 per person (double)

» **BEDFORD SPRINGS, PA**

OCTOBER 7–10
Omni Bedford Springs Resort, Allegheny Mountains by train, visit to Flight 93 Memorial
\$1,420 per person (double)

» **HOLIDAYS AT THE BILTMORE**

NOVEMBER 11–13
Dinner and show, winery tour, tours of the Biltmore Estate
\$657 per person (double)

» **NEW YORK CITY**

DECEMBER 10–13
Two Broadway shows, Radio City Music Hall, shopping at Macy’s, lodging at New York Hilton
\$1,940 per person (double)

» **“CHRISTMAS SPECTACULAR”**

DECEMBER 18
Riverside Center, Fredericksburg
\$119 per person

» **CANADA & NEW ENGLAND CRUISE**

OCTOBER 8–17, 2020
Royal Caribbean International, Adventure of the Seas, from Cape Liberty, NJ
Balcony starting at \$1,525 per person *Special offers/promotions may be available at booking

Coming in 2020...

EXTRAORDINARY NEWS ABOUT YOUR HOMETOWN BANK

TowneBank has been named as one of the 2019 Best Banks in America by *Forbes* magazine. Listed at number 46, this is the first time Towne has appeared on the list that *Forbes* has compiled for the last 10 years.

Forbes ranks the 100 largest publicly-traded banks and thrifts based on their growth, credit quality and profitability. S&P Global Market Intelligence provides the data, with rankings performed by *Forbes*.

Thanks to our members, shareholders, and employees who made it possible for the bank that started small to achieve this distinguished honor—a timely tribute to celebrate during our 20th anniversary year. ♦

It was a great honor for Towne to be recognized on Nasdaq's sign in Times Square as a Forbes Best Bank in America!



PHOTO 2019 NASDAQ

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GREENWICH ASSOCIATES Recognizes Towne for Excellence

Over the years, TowneBank has received many awards from Greenwich Associates for excellence in small business banking. The 2018 awards were announced earlier this year, and Greenwich Associates has recognized Towne with six Awards of Excellence. Out of the more than 600 banks evaluated, only 34 had distinctive qualities.

Towne received three national awards and three regional awards in these categories:

NATIONAL AWARDS

- Branch Satisfaction
- Likelihood to Recommend
- Overall Satisfaction

SOUTHERN REGION AWARDS

- Cash Management – Overall Satisfaction
- Overall Satisfaction
- Likelihood to Recommend

Greenwich also recognized TowneBank with two Best Brand Awards for Small Business Banking. Only 22 banks had distinctive brands out of more than 600 banks evaluated.

Towne's Best Brand Awards were in these two categories:

- Trust
- Ease of Doing Business

Greenwich Associates is an independent financial consulting and research firm. More than 14,000 business owners and executives across the country participated in the survey. To receive the national awards, Towne was compared to all banks participating across the U.S.

Thank you to our business members who participated in this nationwide survey, and congratulations to our hometown bankers for this well-earned recognition for the exquisite service you offer every day! ♦

GIVING MANY HOURS FOR SERVICE

Summertime usually means hitting the beach or pool, taking a long vacation or hosting a backyard barbecue. But thanks to VOLUNTEER Hampton Roads Summer of Service, clocking hours to help out local nonprofits also joins the summer to-do list.

Volunteers are encouraged to join forces with their colleagues to donate 1,000 cumulative hours of community service to local nonprofits of their choosing. The event kicked off with the Hunger Heroes Corporate Food Frenzy to benefit the FoodBank of Southeastern Virginia and the Eastern Shore. The demand for food assistance increases during the summer when children don't have access to free and reduced meal programs typically provided at school. Sadly, donations to the FoodBank decrease in the summer months. In an effort to bridge this gap, local businesses and organizations were challenged to donate pantry items and raise funds to provide 180,000 meals between May and June.



Gathering food to help area foodbanks is a tradition for the Towne Family.

Towne family members joined in the competition at a food packing event while also contributing donations. The event raised 280,025 meals—far exceeding its goal and proving that a little friendly competition can go a long way! TowneBank was proud to be a partner in this effort and was graciously named a Corporate Hunger Hero for our involvement.

Jess Meeks, commercial lines account manager with Towne Insurance, spent last summer volunteering over 150 hours with the Boy Scouts of America. For this, she was recognized as a Summer of Service Hero by VOLUNTEER Hampton Roads.

All in all, 148 TowneBank employees completed close to 3,000 hours of service during the competition. Due to the generosity of our team, TowneBank was recognized as a Corporate Volunteer Hero by VOLUNTEER Hampton Roads. To learn more about ways to get involved, visit volunteerhr.org. ♦



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