

# Client Reference List

When calling our clients, please ask these questions:

1. Are the PMI personnel experienced and do they know what they are doing?
2. Were the dollars saved, service improvements, and results as anticipated?
3. Were the project results good for the organization, employees, and customers?
4. If the client had to do it again would they do it with Profit Motivators?

[www.profitmotivatorsintl.com](http://www.profitmotivatorsintl.com)

*If no management name is listed there has been a management change or the organization has been acquired.*



“the implementors”

## ALABAMA

SOUTHERN BANK OF COMMERCE – Eufaula  
334/687-3581 Branches – 2 Assets: 147MM  
FIRST FEDERAL SAVINGS BANK – Decatur  
Branches – 5 Assets: 227MM  
FIRST BANK & TRUST – Grove Hill  
Branches – 3 Assets: 187MM  
FIRST SOUTHERN FEDERAL S&L – Mobile  
Branches – 14 Assets: 300MM

## ARIZONA

ARIZONA FEDERAL CREDIT UNION - Phoenix  
602/249-8300 Branches – 30 Assets: 1.7B

## ARKANSAS

FIRST NATIONAL BANK – Wynne  
870/238-2361 Branches – 3 Assets: 185MM  
CITIZENS BANK – Jonesboro  
Branches – 2 Assets: 101MM

## CALIFORNIA

ALTA VISTA CREDIT UNION-Redlands  
David Justice, President/CEO  
909-809-3608 Branches-1 Assets: 165MM  
XEROX FEDERAL CREDIT UNION – El Segundo  
310/333-4200 Branches – 20 Assets: 728MM  
SURETY FEDERAL SAVINGS BANK – Vallejo  
Branches – 2 Assets: 72MM  
COAST COMMERCIAL BANK – Santa Cruz  
408/458-4500 Branches – 8 Assets: 615MM  
REGENCY BANK – Fresno  
Branches – 3 Assets: 231MM

## COLORADO

CITY OF GRAND JUNCTION  
970/244-1503 Population: 50,000  
FIRST NATIONAL BANK – Las Animas  
Dale Leighty, President/CEO  
303/456-1512 Assets: 230MM  
MINNEQUA BANK OF PUEBLO  
719/545-2345 Branches - 7 Assets: 320MM  
NORTH VALLEY BANK - Thornton  
303/452-5500 Branches – 1 Assets: 136MM  
FNB OF GUNNISON  
Assets: 43MM  
INTRAWEST BANK BV– Denver  
Assets: 96MM  
COMMERCIAL BANK – Sterling  
Assets: 59MM  
CENTRAL BANCORP, INC. – Denver  
Assets: 1.6B  
CENTRAL BANK- Grand Junction  
Assets: 165MM  
CENTRAL BANK (FNB) - Aspen  
Assets: 72MM  
CENTAL BANK of Academy Blvd  
Assets: 43MM  
CENTRAL BANK (FNB)  
Glenwood Springs Assets: 113MM

VALLEY BANK S&L – Grand Junction  
Branches – 2 Assets: 89MM  
HOME FEDERAL S&L – Fort Collins  
Branches – 1 Assets: 72MM

## CONNECTICUT

RIDGEFIELD BANK & TRUST – Ridgefield  
203/438-0500 Branches – 15 Assets: 1.6B

## FLORIDA

JETSTREAM FCU-Miami Lakes  
Jeanne Kucey, P/CEO  
Aaron Small, EVP  
305/821-7060 x3080 Branches-5 Assets: 118MM  
FLORIDA CENTRAL CREDIT UNION – Tampa  
831/387-6240 Branches – 7 Assets: 250MM  
PEOPLE’S CREDIT UNION – North Miami  
305/893-4880 Branches – 3 Assets: 67MM

## GEORGIA

MIDSOUTH FEDERAL CREDIT UNION-Macon  
478-471-9946 Branches 5 Assets: 125MM  
MARSHLAND CREDIT UNION-Brunswick  
912/279-2000 Branches-6 Assets: 120MM  
PEOPLES BANK-Lyons  
912-526-8171 Branches 2 Assets: 62MM  
TRUST COMPANY BANK – Atlanta  
Assets: 5.7 B  
GWINNETT FEDERAL CU – Lawrenceville  
770/963-5679 Branches – 6 Assets: 112MM

## HAWAII

KO’OLAUI FCU-Kailua  
Deborah Kim, President/CEO  
808-254-3566 x 1133 Branches:1 Assets:90MM

## IDAHO

IRELAND BANK – Malad City  
208/766-2211 Branches – 12 Assets: 210MM  
MEDICAL & PROFESIONAL C U – Idaho Falls  
208/522-1197 Branches – 2 Assets: 37MM

## ILLINOIS

GREAT LAKES CREDIT UNION – North Chicagp  
847/578-7301 Branches – 8 Assets: 506MM  
FORESIGHT FINANCIAL GROUP, INC. – Rockford  
815/232-3000 BANKS-5 /OFFICES 11 Assets: 730MM

## INDIANA

PEOPLE’S LOAN & TRUST – Winchester  
765/584-3501 Branches – 7 Assets: 156MM  
AMERICAN NATIONAL B & T CO. – Muncie  
765/747-7575 Branches – 10 Assets: 346MM

## IOWA

TELCO TRIAD COMMUNITY CU– Sioux City  
712/252-4368 Branches – 6 Assets: 65MM  
ALCOA EMPLOYEES & Com. CU – Bettendorf  
563/355-0152 Branches – 8 Assets: 300MM  
FIRST NATIONAL BANK – Council Bluffs  
Branches – 3 Assets: 100MM

## KANSAS

CENTRAL BANK & TRUST CO. – Hutchinson  
620/663-0666 Branches – 5 Assets: 260MM  
SOUTHWEST KS NATIONAL BANK – Ulysses  
620/356-5555 Assets: 32MM

## KENTUCKY

FIRST BANK & TRUST CO. – Princeton  
Branches – 1 Assets: 96MM

## LOUISIANA

CARTER FCU-SPRINGHILL  
318/382-4373 Branches 6 Assets: 145MM  
IBERVILLE BANK – Plaquemine  
225/687-2091 Branches – 11 Assets: 255MM  
PEOPLES STATE BANK – Many  
318/256-2071 Branches – 15 Assets: 460MM  
FIRST FEDERAL BANK OF LOUISIANA  
337/433-3611 Branches – 13 Assets: 635MM  
ST. LANDRY B & T CO. – Opelousas  
337/942-7516 Branches – 8 Assets: 250MM  
BANK OF COUSHATTA- Coushatta  
318/932-3491 Assets: 85MM  
LOUISIANA CENTRAL BANK – Ferriday  
318/757-8601 Branches – 1 Assets: 72MM  
LOUISIANA DELTA BANK – Lake Providence  
318/559-2494 Branches – 1 Assets: 50MM  
AMERICAN SECURITY BANK – Ville Platte  
Branches–23 Assets: 243MM  
FIRST STATE B & T CO. – Bogalusa  
Branches – 8 Assets: 144MM  
FIRST COMMERCIAL BANK – Franklin  
Branches – 7 Assets: 169MM  
TERREBONNE B & T CO. – Houma  
Branches – 22 Assets: 500MM  
FIRST FEDERAL S & L – Alexandria  
Branches – 7 Assets: 200MM  
Louisiana Bank -- West Monroe  
Branches – 1 Assets: 62 MM

## MARYLAND

MONEY ONE FCU-LARGO  
301-925-4600 Branches-1 Assets: 105MM

## MASSACHUSETTS

ATHOL SAVINGS BANK-Athol  
978-249-3200 Branches 8 Assets: 370MM  
WORKER CREDIT UNION- Fitchburg  
978/345-1021 Branches –13 Assets: 615MM

## MICHIGAN

KALSEE CREDIT UNION-Kalamazoo  
269/382-7800 Branches-4 Assets: 118MM  
UNIVERSITY OF MI CREDIT UNION – Ann Arbor  
734/662-8200 Branches – 3 Assets: 370MM

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## MISSISSIPPI

1st MS FEDERAL CREDIT UNION- Meridian  
601/693-6873 Branches – 2 Assets: 56MM  
BANK OF YAZOO CITY – Yazoo City  
662/746-5421 Branches – 6 Assets: 243MM  
The BANK OF FOREST – Forest  
T. “Gene” Walker, Chairman  
601/469-3663 Branches-1 Assets: 153MM  
FIRST SECURITY BANK – Batesville  
Frank West, President/CEO  
662/563-9311 Branches –13 Assets: 518MM  
GUARANTY BANK & TRUST CO. – Belzoni  
Huey Townsend, President/CEO  
662/247-1454 Branches – 12 Assets: 615MM  
BANK OF MORTON – Morton  
Martha Rogers, CHM/Pres/CEO  
601/732-8944 Branches – 1 Assets: 63MM  
FIRST STATE BANK – Holly Springs  
662/252-4211 Branches – 2 Assets: 123MM  
UNITED SOUTHERN BANK – Clarksdale  
Branches – 30 Assets: 565MM  
FNB OF HOLMES COUNTY – Lexington  
601/834-1411 Branches – 3 Assets: 122MM  
CITIZENS BANK & TRUST CO. – Morton  
Branches – 5 Assets: 59MM  
BANK OF HOLLANDALE – Hollandale  
Branches – 5 Assets: 59MM  
MERCHANTS NATIONAL BANK – Vicksburg  
Branches – 5 Assets: 59MM  
BROOKHAVEN BANK & TRUST CO. – Brookhaven  
Branches – 3 Assets: 135MM  
FIRST NATIONAL BANK – Oxford  
662/234-2821 Branches – 3 Assets: 141MM  
THE MISSISSIPPI BANK – Jackson  
Assets: 347MM  
FIRST UNITED BANK – Meridian  
Branches – 14 Assets: 250MM

STATE BANK & TRUST CO. – Brookhaven  
Branches – 2 Assets: 133MM

THE GATEWAY BANK – Hernando  
Branches – 3 Assets: 110MM

NORTH MISSISSIPPI SAVINGS & LOAN – Oxford  
Branches – 2 Assets: 110MM

MERCHANTS & FARMERS BANK – Columbus  
Branches – 11 Assets: 168MM

## MISSOURI

FN CHARTER BANK – Kansas City Assets: 1.01B

## MONTANA

BANKWEST – Kalispell  
406/758-2265 Assets: 45MM  
ROCKY MOUNTAIN CU-Helena  
Edward Stofko, P/CEO  
406-449-2680 Branches-2 Assets: 117MM

## NEBRASKA

HOME FEDERAL S & L OF GRAND ISLAND  
Barry G. Sandstrom, President/CEO  
308/382-4000 Branches – 3 Assets: 179MM

OMAHA NATIONAL BANK  
402/348-6000 Assets: 1.1MM

## NEVADA

NEVADA BANK AND TRUST-Caliente  
775-726-3487 Branches -3 Assets: 95MM

## NEW JERSEY

THE CENTRAL JERSEY B & T CO Franklin Township  
201/462-0011 Assets: 647MM

## NEW MEXICO

SUNWEST BANK-Gallup Assets: 98MM

ALBUQUERQUE NATIONAL BANK Assets: 1.0B

## NORTH CAROLINA

HANESBRAND CREDIT UNION-Winston Salem

John Hewes, P/CEO  
336-776-6942 Branches:1 Assets:52M

FIRST NATIONAL B & T CO. – Asheboro  
336/626-8300 Branches – 47 Assets: 21B

## OHIO

WAYNE SAVINGS-Wooster  
Jay Van Sickle, President/CEO  
330/264-5767 Branches-10 Assets:450

FIRST NATIONAL BANK-Orrville  
330/682-1010 Branches-13 Assets: 450MM

THE FNB OF GERMANTOWN  
Thomas E Winning, President/CEO  
937/855-4151 Branches-1 Assets: 55MM

MIDAMERICAN BANK-Bowling Green Assets:350MM

## OKLAHOMA

SECURIY STATE BANK-Wewoka  
Brian Cain, President  
405 257 5411 Branches 2 Assets: 120MM

HOME NATIONAL BANK – Blackwell  
580/762-1644 Branches – 12 Assets: 836MM

CITY NATIONAL B & T CO. – Norman  
405/321-6444 Assets: 110MM

THE FOCUS FEDERAL C U –Oklahoma City  
Branches-2 Assets: 75MM

## PENNSYLVANIA

ALLEGHENY CO. PA US GOV'T EEMPL'S FCU  
412/642-2875 Pittsburgh Assets: 94MM

CENTRAL COUNTIES BANK – State College  
814/234-6300 Assets: 520MM

## SOUTH CAROLINA

CARO FCU-Columbia  
Anne Shivers, Pres/CEO  
(803)227-5555 Branches-3 Assets: 89MM

## SOUTH DAKOTA

VOYAGE FEDERAL CREDIT UNION Sioux Falls  
Jeff Schmidt, CEO  
(605)338-2533 Branches 3 Assets:105MM

HOME FEDERAL BANK-Sioux Falls  
605-336-2470 Branches 26 Assets: 1.3B

SENTINEL FEDERAL C U – Ellsworth AFB  
605/923-1405 Branches – 4 Assets: 50MM

FIRST DAKOTA NATIONAL BANK – Yankton  
Larry Ness, Chairmen/CEO  
605/665-7432 Branches – 12 Assets: 714MM

FARMERS STATE BANK – Flandreau  
605/977-2484 Assets: 73MM

FIRST NATIONAL BANK-Sioux Falls Assets: 1.1B

## TENNESSEE

MCKENZIE BANKING COMPANY – McKenzie  
Charles P. Wilson, Chairman/Pres/CEO  
731/352-2262 Branches – 6 Assets: 103MM

REELFOOT BANK – Union City  
731/885-1010 Branches – 7 Assets: 155MM

BANK OF ROANE COUNTY – Harriman  
Branches – 6 Assets: 188MM

## TEXAS

TEXAS TECH FCU-Lubbock  
Chris Hudson, P/CEO  
806 742 3606 Branches- 1 Assets: 75MM

TEXOMA COMMUNITY C U – Wichita Falls  
940/851-4040 Branches - 1 Assets: 80MM

HAPPY STATE BANK - Amarillo

Pat Hickman Chairman and CEO  
806/354-2265 Branches-23 Assets: 988MM

LONE STAR CREDIT UNION – Dallas  
214/327-9367 Branches – 3 Assets: 81MM

LONESTAR NATIONAL BANK – Pharr  
956/781-4321 Branches – 18 Assets: 1.7B

WESTERN NATIONAL BANK- Odessa Asset: 166MM  
CITY BANK, N.A. – Lubbock Assets: 65MM

TASCOSA NATIONAL BANK – Amarillo 107MM  
THE PEOPLES NATIONAL BANK – Belton 93MM

HIEGHTS SAVINGS & LOAN – Houston  
Branches – 19 Assets: 380MM

OAKLAWN BANK – Texarkana Assets: 70MM  
EAST TEXAS S & L– Tyler Assets: 78MM

## UTAH

CAPITAL CITY BANK – South Salt Lake  
Branches – 6 Assets: 100MM

CLEARFIELD STATE BANK – Clearfield  
Branches – 2 Assets: 380MM

## VIRGINIA

PARTNERS FINANCIAL FCU-Glenn Allen  
804/649/2957 Branches-4 Assets: 95MM

NEW GENERATIONS F CU – Richmond  
804/359-8754 Branches 5 Assets: 65MM

## WASHINGTON

FIRST COMMUNITY BANK OF WA – Lacey  
360/465-0880 Branches – 21 Assets: 420MM

WHATCOM EDUCATIONAL C U– Bellingham  
360/676-1168 Branches – 8 Assets: 565MM

SEATTLE TELCO FEDERAL CREDIT UNION  
206/382-7000 Branches – 6 Assets: 445MM

## WISCONSIN

PARK BANK-Holmen  
Morgan Farmer, P/CEO  
608-782-2265 Branches-2 Assets: 55MM

BENTON STATE BANK-Benton  
Steve Malone, P/CEO  
608/759-3600 Branches:2 Assets: 65MM

SECURITY MARINE BANK – Madison  
608/244-2491 Assets: 95MM

## WYOMING

FIRST NATIONAL BANK – West -- Evanston  
307/789-3864 Branches – 4 Assets: 178M

## INTERNATIONAL

### KUWAIT

THE GULF BANK K.S.C  
965/244-9501 Assets: 7.7B

### MEXICO

BANCO NACIONAL DE COMERCIO EXTERIOR  
S.N.C – Torreón

12-4364 Branches – 3 Assets: 5.8B  
BANCOMER, S.N.C – Monterrey  
(83) 447070 Branches – 13 Assets: 9B

BANKCO NACIONAL DE MEXICO – Torreón  
905/518-9020 Branches – 4 Assets: 6.3B

BANCA SEFIN, S.N.C – Mexico City  
566 47-77 Branches – 12 Assets: 12B