

# March 2019



**Jim Robinson**  
President & CEO

## Dear Fellow Shareholder:

The management team at Heritage Bank & Trust would like to provide you, as shareholders, with an update of your Bank.

The Bank had record earnings for the fifth straight year and reported the unaudited net income available to common shareholders for 2018 of \$1.65 million or \$0.81 per common share, compared to \$1.04 million or \$0.51 per common share in 2017.

For the year, Return on Average Assets and Return on Equity increased to 1.10 percent and 13.08 percent, respectively, compared to 0.86 percent and 8.98 percent reported for 2017.

"The balance sheet of Heritage Bank & Trust is the strongest it has been since the bank opened its doors in March of 2006," says Heritage Bank & Trust President & CEO Jim Robinson.

"We are growing our footprint of locations, as we are now in the Mount Pleasant and Lawrenceburg markets. We have worked diligently on executing the strategic plan and are proud of our progress. We are very optimistic about what 2019 holds for Heritage Bank & Trust."

*"The balance sheet of Heritage Bank & Trust is the strongest it has been since the bank opened its doors in March of 2006."*

*- Jim Robinson*

The bank is partnering with Kasasa on interest-bearing checking and savings accounts and recently opened its full service Lawrenceburg location in the fall of 2018.

"Our key performance ratios show great progress as we continue to move forward in 2019," says President & CEO Jim Robinson.

We are very excited about the future of Heritage Bank & Trust. Please let us know if there is anything we can do to help you reach your financial goals.

Should you have any questions, please contact me at (931) 388-1970.

*Sincerely,*

Jim Robinson  
President & CEO



*The full service Lawrenceburg location opened in July of 2018. Five employees work at the Lawrenceburg location, including Brent Wheeley, Carrie Goolsby, Gayla Glass, Teresa Walker, Kara Pack and Colton Smith.*

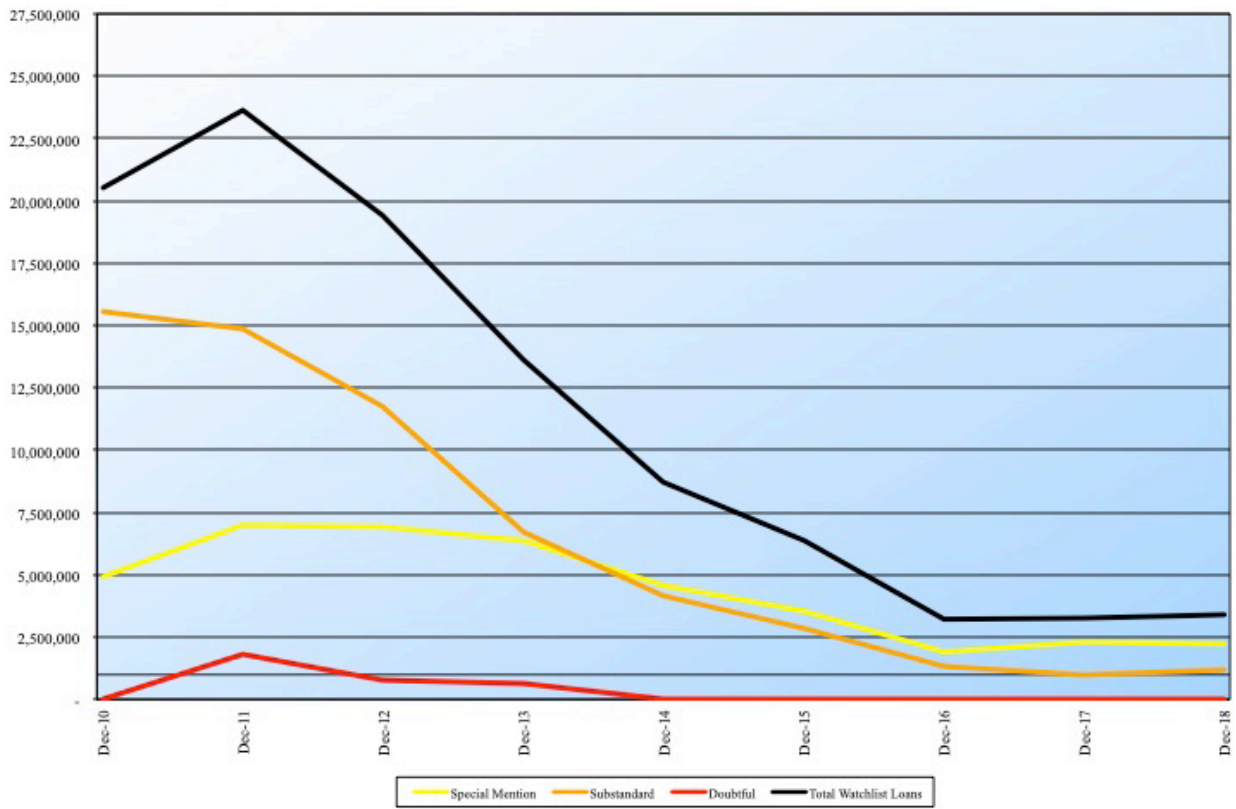
Columbia  
217 South James Campbell Blvd.  
Mount Pleasant  
109 South Main Street  
Lawrenceburg  
2305 North Locust Ave.  
931-388-1970  
heritagebankandtrust.com

Ask for **KASASA**



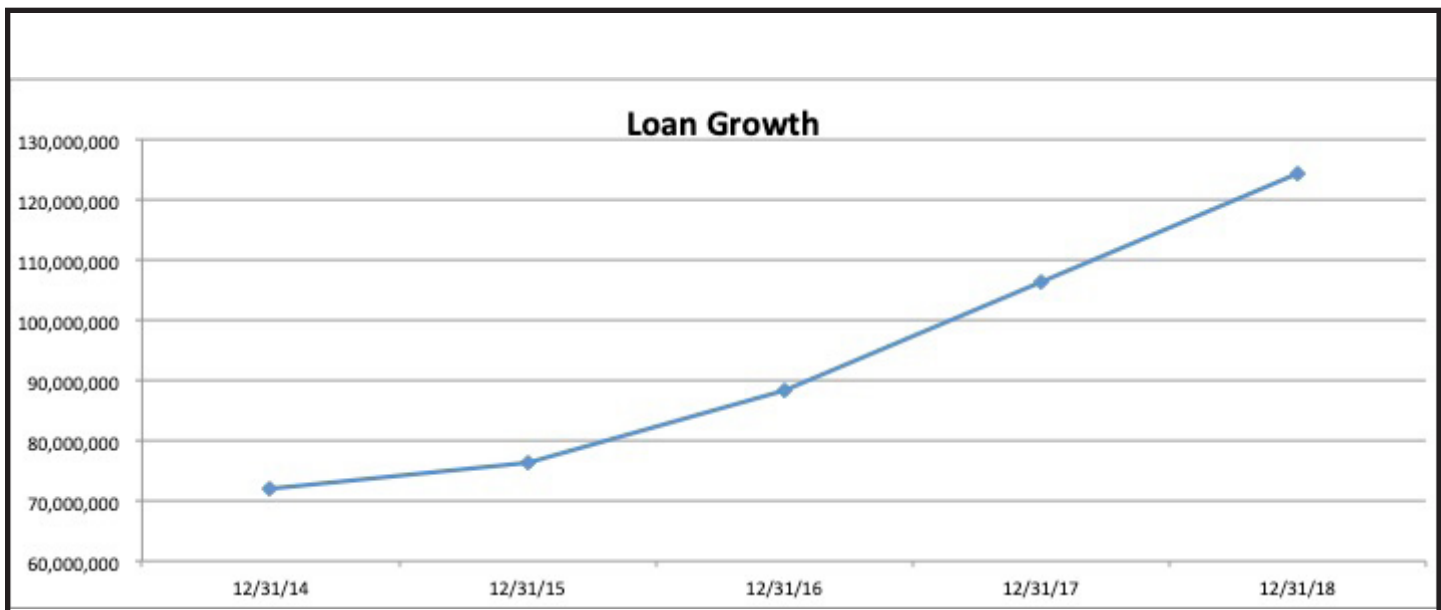
Member  
**FDIC**

*Watchlist Loan Totals*



**Book Value Per Share**





## *Heritage Bank & Trust Opens Full Service Lawrenceburg Location*

**H**eritage Bank & Trust held the Lawrenceburg full service location grand opening on November 14 in partnership with the Lawrenceburg Chamber of Commerce.

“We are excited to be open in, and a part of the Lawrenceburg community,” says Executive Vice President Brent Wheeley.

Heritage Bank & Trust’s Lawrenceburg location is at 2305 North Locust Avenue.

“We are excited to expand our presence in southern middle Tennessee,” says President & CEO Jim Robinson. “Our bank has experienced significant growth over the last few years and are excited to be a part of the business community of Lawrence County.”

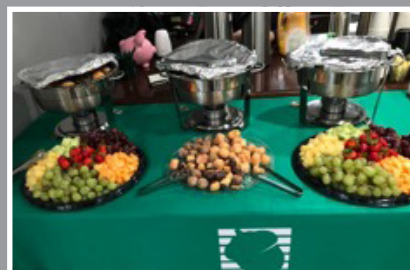


*Above: Bank Officer  
Teresa Walker*

*Above: Community  
members join Bank  
staff in celebrating  
the grand opening  
of the Lawrenceburg  
location.*

*Far Left: Executive  
Vice President Brent  
Wheeley poses with  
wife Sandy after the  
ribbon cutting  
ceremony.*

*Middle: Community  
members enjoy  
breakfast at the  
grand opening  
celebration.*





# *Heritage Bank & Trust Names Youth Advisory Board Students*

**H**eritage Bank & Trust is proud to announce the students who are a part of the 2018-2019 Youth Advisory Board. The purpose of the Youth Advisory Board is for the youth in the Maury County community to have a better understanding of a community bank, careers in banking and to learn what it means to be on a board.

“We are thrilled to be able to offer this program to Maury County high school seniors,” says President & CEO Jim Robinson. “We love creating win-wins. In this instance, we are providing an opportunity for students to gain valuable leadership skills that will help prepare them for their bright futures. We hope to gain input from the younger generation and share information with the students that will better prepare them for life after high school.”

The Youth Advisory Board will meet seven times in the 2018-2019 school year with a graduation celebration in April of 2019. Students will also have the opportunity to win a college scholarship.

*Pictured on the back row, from left, are Jens Schmidt (Culleoka Unit School), Erin Holcomb (Santa Fe Unit School), Eli Hanes (Santa Fe Unit School), Malli Turner (Columbia Academy), Briley*

*Blackwood (Spring Hill High School), Victoria Elias (Zion Christian Academy), Haddie Pate (Columbia Central High School) and J.T. Pearce (Columbia Academy). Pictured on the front row, from left, are Camryn Tullis (Culleoka Unit School), Juliana Neelley (Zion Christian Academy), Kate Cromer (Spring Hill High School), Mackenzie Spears (Hampshire Unit School), John Quinn (Columbia Central High School), Micah Willoughby (Agathos Classical School), Amando Jimenez (Columbia Central High School), and Coble Brooks (Hampshire Unit School). Not pictured is Mount Pleasant High School students Peyton Finley and Jared Wells.*



217 South James Campbell Blvd.  
Columbia, TN 38401