

# W. BOYD SMITH

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Compass Executives, LLC  
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## QUALIFICATIONS SUMMARY

Innovative, results oriented executive management professional with over 30 years of broad based strategic business skills in building, leading and managing top performing business units. Consistently exceeds financial goals through a unique ability to lead and motivate teams of people, including sales professionals, operational staff, and support staff. Broad experience in client relationship building in multiple industries. Extensive background in finance, cash flow analysis and forecasting as well as proven negotiating abilities with both customers and vendors.

## SELECTED ACHIEVEMENTS

### Banking/Finance

- Negotiated purchase and responsible for due diligence of thrift institution from RTC to establish AmSouth Bank of Tennessee's de novo Tennessee bank
- Directed the site selection, acquisition and development of eight branch locations
- Increased deposits from \$30 million to \$125 million and grew loans from \$20 million to \$75 million in 18 months for de novo bank
- Collaborated as Senior Credit Officer, with lending staff in developing and expanding customer relationships with loan commitments exceeding \$750 million in multi-state territory
- Developed and implemented specialty banking functions for printing, apparel, metal fabrication and energy industries

### Real Estate

- Built listings exceeding \$35 million in first two years of business
- Participated in development of 84 acre tract valued in excess of \$20 million for retail and office properties
- Assisted clients in negotiating and obtaining financing for projects

### Non-Profit

- Implemented Board's five year strategic plan including the successful \$12 million capital campaign
- Developed and established an all-inclusive aftercare curriculum which broadened and improved care for multiple community constituencies
- Negotiated merger of two related not-for-profits to improve service delivery and expand continuum of care

## PROFESSIONAL EXPERIENCE

**COMPASS EXECUTIVES**, Nashville, TN **2011 to present**  
*Senior Adviser* of this organization of C-Level Executives who provide management consulting, interim management and leadership development.

**WILSON & SMITH REAL ESTATE, LLC**, Franklin, TN **2006 to present**  
*Principal and Co-Founder*  
Established commercial real estate firm specializing in commercial brokerage, project and construction management, leasing, and land development. The firm also offers financial and management advisory services to small and mid-sized commercial, non-real estate businesses.

**BELMONT UNIVERSITY**, Nashville, TN **2009 to present**  
*Adjunct Faculty, College of Business*

**CUMBERLAND HEIGHTS FOUNDATION, INC., Nashville, TN** **2001 to 2006**  
**Chief Operating Officer**  
Responsible for all operating functions of a \$15 million budget for Cumberland Heights, a 130 bed alcohol and drug treatment center with seven locations providing in-patient and outpatient services to over 8,000 people per year.

**UNION PLANTERS NATIONAL BANK, Nashville, TN** **1997 to 2000**  
**Executive Vice President, Commercial Banking Manager**  
Responsible for all commercial banking activities in Middle Tennessee including small business, commercial middle market, corporate banking; residential and construction lending; private banking; cash management sales.

**AMSOUTH BANK, Chattanooga and Nashville, TN** **1990 to 1995**  
**Senior Regional Credit Officer, Chattanooga 1993-1995**  
Responsible for credit underwriting and credit administration, including credit approvals up to \$5 million, as well as credit quality and compliance for all commercial and real estate commitments. Served as bank's primary representative with internal and external examiners during audits and exit interviews.

**President and CEO, Nashville 1990-1993**  
Joined AmSouth as President and CEO of the de novo Tennessee bank. Performed due diligence and negotiated purchase of failed thrift from the RTC to establish the Tennessee bank.

**FIRST AMERICAN NATIONAL BANK – Nashville and Memphis, TN** **1980 to 1990**  
**Executive Vice President–Manager, Commercial Banking Memphis 1987-1990**  
Responsible for \$350 million loan portfolio quality and growth in market share. Exceeded all goals for loan, deposit, and fee income. Member of bank's executive management and credit committees. Managed 18-member staff for commercial and real estate banking services in West Tennessee.

**AMSOUTH BANK, Birmingham, AL** **1979 to 1980**  
**Assistant Vice President-Commercial Loan Officer, Birmingham Metropolitan Division**

**NCNB, Greensboro, NC (predecessor to Bank of America and NationsBank)** **1975 to 1977**  
**Branch Manager**

### COMUNITY

- **Rotary Club of Nashville** - Director and Committee Chair
- **Alcohol and Drug Council of Middle Tennessee** – Board President and Board Member
- **Certified Commercial Investment Management Association (CCIM)** – Candidate
- **Past Board and/or Committee leadership positions** – Chamber of Commerce, United Way, Boy Scouts of America, Risk Management Association (RMA), Cumberland Heights Foundation Board, and other civic and nonprofit organizations.

### EDUCATION

Bachelor of Science, University of Tennessee  
MBA, University of North Carolina  
Stonier Graduate School of Banking, University of Delaware