



2007 REGIONAL WINNER FINANCIAL SERVICES / ECONOMIC DEVELOPMENT

Ernst & Young created the Entrepreneur of the Year® Award for Business Leadership in 1986 to honor the accomplishments of the great men and women who drive our economy forward. Each year, finalists and award recipients demonstrate incredible depth of character as they develop new technologies, create faster ways to distribute goods and services, and improve the quality of life for the people around them. This year's participants have succeeded through turbulent economic times and emerged even stronger.

HOW W. DAVID TULL OVERCAME OBSTACLES TO SUCCEED WITH CRESTMARK BANK



W. David Tull attributes his success in starting Crestmark Bank to perseverance, risk-taking and a little bit of luck.

When Tull decided to launch his bank, he faced several obstacles, including the difficulty of obtaining a state charter. Regulators were skeptical of the potential of a bank exclusively focused on factoring and asset-based lending, specializing in lending to small- to mid-sized businesses, start-ups and undercapitalized companies, but he ultimately prevailed, obtaining a state charter and FDIC protection. As such, Crestmark is held to the high standards of commercial banks while specializing in a niche that traditional banks tend to ignore.

As an entrepreneur, Tull, chairman and CEO of Crestmark Bank, says he empathizes with others who have a dream but are not financially equipped to develop that dream and cannot receive assistance from a traditional bank. He finds satisfaction in knowing that he and his talented staff can play a pivotal role in helping clients realize their goals and aspirations.

As Crestmark grows, Tull is continuing to work on adding new business segments. The most recent is a unique approach to strengthening communities by financing small- to medium-sized businesses through a partnership with community banks. The results are communities that have the means to strengthen themselves.

Outside of the bank, Tull contributes to the community in other ways, as director of the Music Hall Center for the Performing Arts.