

Twenty Years of Growth Behind Trust Department

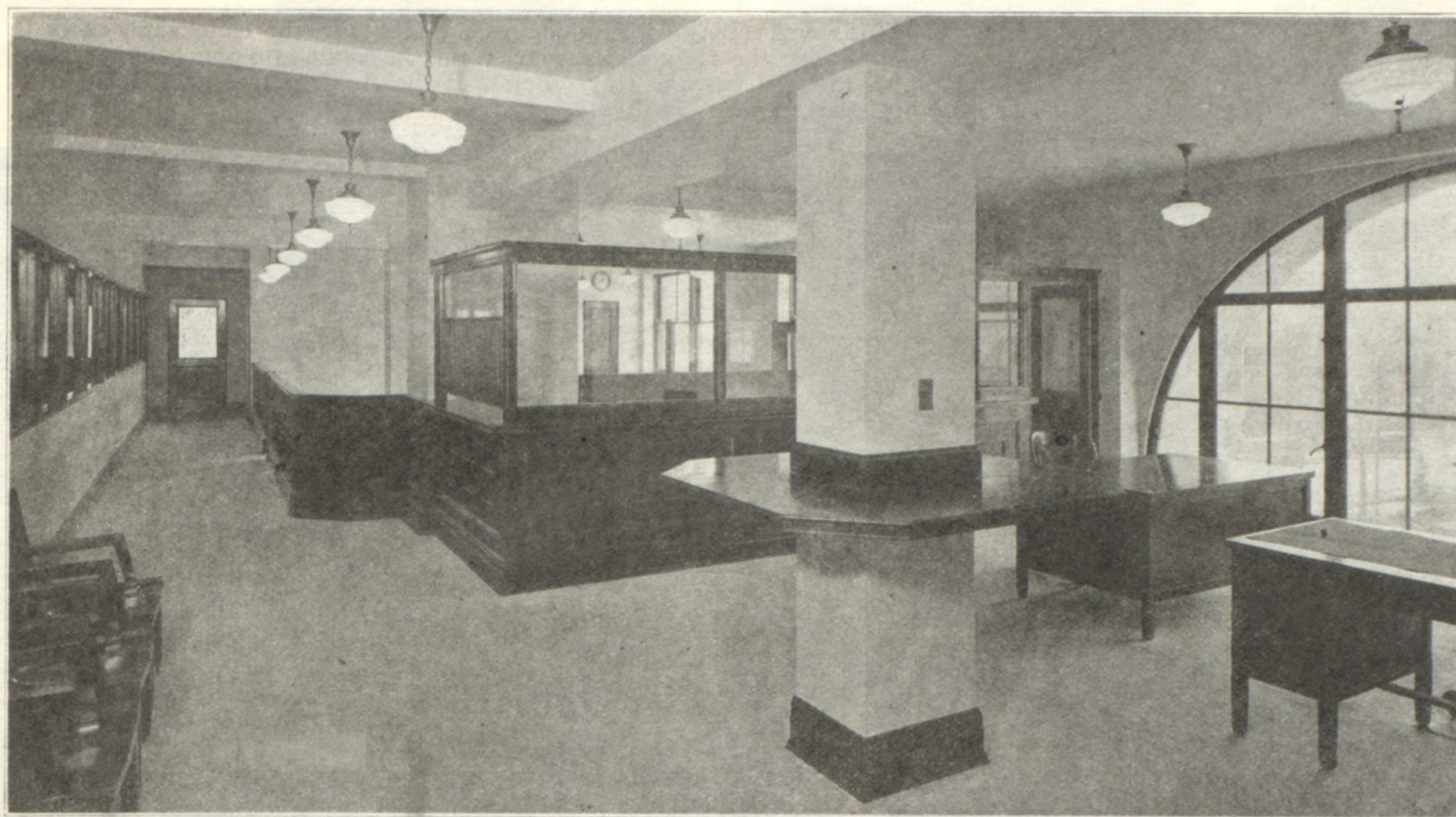


Photo by Lehle

The spacious quarters of the Trust department of the State Bank and Trust company are shown here. The arched window, which is above the main street entrance, looks out on Fountain square. Reception room, consultation room and private offices are provided.

Bank Guardian of Clients' Estates

Department Increases Steadily Until It Now Occupies Quarters Covering Half of Floor in New Building

One of the outstanding developments of the modern financial world has been the growth of trust company business or rather the growth of that part of banking which has to do with estate and other fiduciary matters. In this, the State Bank and Trust company has been no exception having qualified as a trust company nearly 20 years ago.

In 1910, the State Bank of Evanston, as it was then known, began actively to develop its trust department, receiving early in that year its first appointment as administrator of an estate. In that year also, George Tomlinson came to the State bank from the Trust Department of the old Illinois Trust and Savings bank. Active expansion of various services of the Trust department followed and wills thereafter were continuously filed in which the bank had been named as executor or trustee, or in some desired capacity.

Much Other Business Added

It is well known that it requires the accumulation of years of this sort of business to produce either volume or profits. In addition to caring for such estates as were left to be handled by the bank, there gradually was entered on the books a large volume of other business such as living trusts and custodianships.

More and more have the advantages of a modern trust company come to be appreciated. Those possessing securities or real estate or both have turned these over to the trust company for management and care including collection of interest, rents and other income and their distribution. Where it is not desired to convey the title to the property, securities are left for safekeeping and this phase of the department has made phenomenal growth.

Evanston is well known as a community of travelers, many of whom have learned to enjoy freedom from care which may be had in turning over their investments to be looked after by the State Bank and Trust company.

In addition to Mr. Tomlinson, vice-president, who is now giving practically his entire time to the trust department, F. O. Potter, secretary, is also associated, and a well organized staff helps to carry on the multitude of responsibilities of this department.

So marked has been the growth of this business since the new building was begun that the new Trust Department offices occupy the entire south half of the third floor.

Four Elevators Care for Public, Employees in Bank

Four elevators serve patrons and employees of the State Bank and Trust company. From 8 a. m. to 9 p. m. two elevators operate to carry patrons from the street floor down to the vault floor or up to the bank or any other of the five floors.

Besides the public elevators there are two bank elevators. One enters the vault and is used to carry deposits and the steel busses from the teller cages. The other is a freight elevator in the back of the building.

The State Bank of Evanston qualified as a Trust company in 1908 under the laws of Illinois.

Bank's Real Estate Loan Department Offers Help in Placing Investments

The function of the Real Estate Loan department is to invest a certain portion of the bank's funds in loans secured by first mortgages on improved real estate, and through the facilities and experience developed in making real estate loans on a large scale this department is able to offer a substantial list of carefully selected mortgage loans to its customers for investment.

Owners of improved property used for residence, apartment or business purposes often require funds for the payment of current obligations or for investment in new enterprises, while the owners of well located vacant property can most adequately finance the construction of homes and commercial or other income producing buildings through mortgage loans secured by land and buildings.

Protect the Purchasers

The methods followed in making first mortgage loans are involved in considerable detail and require the attention of capable and experienced persons in order that the purchasers of loans may be properly protected in the investment. Upon receipt of an application, an inspection and appraisal of the property is made by at least two independent appraisers whose reports are compared and the amount and terms of the loan may then be agreed upon between the bank and the borrower. The necessary papers to evidence the indebtedness are then prepared, executed and filed with the recorder of deeds, after which an examination is made of the title to the property. Upon approval of title the necessary fire and windstorm insurance is written for the provision of both the property owner and the holder of the mortgage, and the bank is then ready to disburse the proceeds of the loan.

When making improved property loans the whole amount of the loan may be paid to the owner in a lump sum, but when making construction loans the funds are disbursed directly by the bank to the various contractors and material men according to the progress of construction based upon a sworn statement previously obtained from the owner showing the names of

the various contractors and amounts to become due each for labor or material entering into construction of the building, the bank being careful to reserve at all times sufficient funds out of the loan proceeds to complete the building free of lien.

Large and Small Investments

The development and growth of this department during the past twenty-five years has been in accordance with the growth of the bank and the community. In the early years loans were confined principally to improved residence property. Growth has followed experience, however, and the requirements of borrowers and investors to the extent that loans are now made in this department in amounts up to \$150,000, and in some instances larger amounts have been loaned as joint undertakings with other institutions. Loans in amounts larger than a single investor would be interested in purchasing are usually divided into bonds of \$100, \$500 or \$1,000 denominations for the convenience of investors.

The Real Estate Loan department of this bank has negotiated directly or purchased since 1907, mortgage notes and bonds in excess of \$15,195,889 and has sold to individual investors, estates, life insurance companies and other corporations loans in excess of \$13,458,635 without loss of any part of the interest or principal of any of the loans. As a consequent of the experience and judgment gained through this volume of activity the officers of this department are well qualified to give sound advice in matters of real estate values and development.

Bank's Trust Department Occupies Spacious Rooms Overlooking Two Streets

The Trust department of the State Bank and Trust company occupies large quarters on the third floor of the new building. From its southwest corner position it overlooks both Davis street and Orrington avenue, and the windows on those two sides make it one of the most pleasant sections of the bank.

G. H. Tomlinson, vice-president and head of the Trust department, has his

ADVICE TO INVESTORS

Specialists in Stocks and Bonds Give Guidance to Bank's Customers in Placing Their Money

One of the most outstanding developments of recent years in the investment field has been the growth of the banks in influence and service. The beginning of this tendency on the part of the public to consult the banker about investments may be traced to the days when subscription to government liberty loans were made at the banks. The State Bank and Trust company itself handled for several thousand Evanston and North Shore citizens subscriptions amounting to nearly \$2,000,000.

The financial field has developed its investment specialists, and the staff of officers of the bank who attend to the purchase and sale of bonds for the bank's account may be so considered. The State Bank and Trust company began its service to its patrons many years ago by selling to them from the securities it purchased for the employment of its own funds, and through the years has conserved the dollars of its customers and helped to keep them profitably employed. Its service today has so broadened that it assists in any investment need.

The offices of the Investment department in the new bank building are located on the bank floor, and here the residents of the north shore will find a service on a par with the leading Chicago investment houses.

Cages have been outfitted with steel counters, electrical automatic devices and other modern equipment. The furnishing of the department is walnut in keeping with that in the rest of the bank.

Walls are of Kohnstone finish, giving the quarters a bright, cheerful atmosphere. One side of the room is of glass and looks out into the mezzanine passageway which has windows opening onto the main lobby of the bank.

office and conference room directly back of the clerks' cages so that he is accessible at all times.