

Business

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DAVE OSBORN

IT'S YOUR BUSINESS

Pizza Fusion opens

Pizza Fusion Naples is open for business in Naples.

The organic pizza restaurant chain, 2146 U.S. 41 N., recently celebrated its grand opening in the Gateway of Naples Shopping Center. It had a "soft" opening a couple months ago.

The Boca Raton-based chain is known for its organic, artisan menu of handmade pizza, sandwiches, salads and desserts.

Pizza Fusion Naples features an organic beer and wine bar with popular locally brewed craft beers and wines sourced from organic and sustainable wineries.

The restaurant's walls were built with reclaimed Chicago bricks, while the tables were made from reclaimed bowling lanes. Delivery pizzas arrive in a low-emission smart car.

Information: 239-262-8111 and www.pizzafusion.com/naples

Campos receives

FineMark to expand Naples office

By Laura Layden

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The puzzle pieces continue to fall into place for FineMark National Bank & Trust.

From the start, the nationally chartered bank — headquartered in Fort Myers — had an eye on Naples.

In July 2011, the bank opened a small office on Fifth Avenue South with two employees. The move

came five years after the bank formed, only after fitting the right faces into place to start building relationships in Collier County.

Now, FineMark is ready to build on what it started in Naples. The bank recently hired Adria Starkey, a seasoned, well-known local banker as its Collier County president — and has added a dozen other bankers and trust and investment professionals to

the picture in the past 90 days to work in a larger Naples office.

"We put a full-court press on finding the right people," said Joseph Catti, FineMark's president and CEO. "We were fortunate enough that we hired 12 additional people in the last 90 days."

The location of the expanded Naples office is hush-hush for now, as it has yet to be finalized.

"We will be expanding into

10,000 or more square feet of fantastic space," Starkey said. "We're hoping we will be in the city of Naples."

FineMark has expanded from one office to eight since 2007. Locally, that includes three branches at large retirement communities: Shell Point south of Fort Myers, Moorings Park in Naples, and Bentley Village in North Naples.

See FINEMARK, 5B

Flying frugal

■ How to save money on your holiday travel

By Ely Portillo

The Charlotte Observer

Planes are more crowded and fees seem to keep rising, but travel experts say ticket prices aren't shooting up this year, and with a little planning, you can fly



Tax code revamp
 GOP plans to advance measure by year's end

By Richard Rubin

Bloomberg News

WASHINGTON — Republicans trying to drive a revamp of the U.S. tax code are determined to advance a measure before the end of the year even with the broken politics displayed in the fiscal impasse.

FINEMARK from 1B

Elsewhere, FineMark has locations in West Palm Beach on Florida's east coast, and in Scottsdale, Ariz., where it found the right people that fit into its culture.

"Whenever we find the right people, then our goal is to hire them," Catti said.

The bank now has more than 100 employees, with more than \$680 million in total assets. On the trust side of its business, it has another \$1.3 billion in investments under management.

Although FineMark has grown rapidly, that wasn't the goal, Catti said.

"Our goal has been to be focused on our clients and ultimately when you are focused on doing what's right, then the growth has to take place," he said.

Since starting her new job as Collier's president on Oct. 1, Starkey has mostly worked from the bank's headquarters in Fort Myers, at 12681 Creekside Lane, off College Parkway. Sometimes she drops into the bank's offices in downtown Naples or in Estero at Coconut Point.

She's eager to get started in the new Naples location when it opens.

Most recently, Starkey served as president of The Naples Trust Co. and chief operating officer for its parent company, The Sanibel Captiva Trust Co. She has been involved in banking in Collier County for more than two decades. She transferred from Miami to Naples while working for Northern Trust Bank, moved on to First Union, where she managed the wealth management division, and

FineMark's mission statement is building extraordinary relationships by going above and beyond. That includes inviting investment clients to meet with advisers face-to-face over lunch or breakfast in the bank's private dining/conference rooms, with on-site executive chefs doing the cooking.

eventually landed at Wachovia as a regional president.

Her new job gives her the opportunity to make a difference through a bank focused on meeting every customer's individual needs, whether it's on the banking or trust side of its business, she said.

"So if someone comes in and needs to borrow money, that is where we are going to start the relationship, or someone comes in with investment needs, that is where we will start the relationship. But as we learn more about the clients, we'll

figure out other ways we can help," Starkey said. "Together, we can come up with a plan to provide for them in the best way possible for their financial future."

For the bank, it's all about finding the right talent to grow the business, Starkey said, and Catti has an uncanny ability to do that.

"This entire team is excellent and they have long roots and have been providing great service to people in the community for a long time, and that was the most attractive piece to me, besides the culture at FineMark," she said.

FineMark's mission statement is building extraordinary relationships by going above and beyond. One of the ways it does that is by inviting its investment clients to meet with their advisers face-to-face over lunch or breakfast in the bank's private dining/conference rooms, with its on-site executive chefs doing the cooking. The new Naples office will have its own chef, too.

"It provides a nice private setting for a client to be able to talk about their finances over a meal," said Jessica Stilwell, the bank's marketing director.

Although the bank doesn't have locations across the country, its customers have access to 60,000 surcharge-free ATMs nationwide and around the world. FineMark also has a mobile banking app, allowing customers to deposit checks electronically.

"We have clients that are in the Northeast and as far away as California and Seattle," Catti said.

Jim Cattano, a FineMark customer for more than six years, mostly uses the bank for investment management and advice. The bank's advisers always have addressed any concerns he has raised promptly and professionally, he said.

"I'm very high on these folks," Cattano said. "They do an outstanding job, and I'm very quick to recommend them to a variety of

my friends and contacts."

Alan Reynolds, a customer and a founding director of FineMark, said he got involved with the bank because of the leadership team behind it, and he saw an opportunity for a bank that would truly focus on building personal relationships with its customers through a concierge-style service. With the announced Naples expansion, he said, FineMark now has "hit the right combination of timing and talent."

The past 10 quarters, FineMark has earned a five-star super rating from Bauer Financial (the highest possible from the nation's leading independent bank rating and research firm based in Miami). The rating is based on capital ratios, profitability trends, delinquent loans, charge-offs, repossessed assets, liquidity and other historical data.

FineMark never has had less than a four-star rating from Bauer.

"While banks continue to struggle, FineMark has done exceptionally well since inception, and now we have an amazing team in Collier County," Stilwell said.

Although Naples is a piece of the puzzle, it's far from the last in the continuing plan to grow the bank locally — and nationally.

Dividends declared Oct. 21-25

MONDAY DIVIDENDS DECLARED

Pe-Stk of pay-
nod ratercordable

IRREGULAR

Cross Timbers RoyTr	M	246110-3111-15
Erduro Royalty Tr	M	151210-3111-15
Hugoton RoyTr	M	068610-3111-15
Permian Basin RoyTr	M	099510-3111-15
San Juan Basin RoyTr	M	096910-3111-15
Southern Copper	Q	.12 11-71-21

STOCK

VF Corp	x	12-1012-20
x-4 for 1 split.		

INCREASED

Bank of Marin Bcp	Q	.19 11-1 11-8
Compressco Ptrs	Q	.43 11-11-15
New Source Engy Ptrs	Q	.575 11-11-15
Oiltanking Ptrs	Q	.445 11-11-14
Southern Co	Q	.75 11-4 12-6
Stepan Co	Q	.17 11-2912-13
VF Corp	Q	1.05 12-1012-20

RESUMED

CTI Group	Q	.10 11-1511-29
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SPECIAL

Clear Channel Outdr	.56	11-5 11-8
HMG Courtland Props	4.00	11-1 11-8

Legacy Reserves LP	Q	.585 11-111-14
Oneok Partners	Q	.725 11-411-14
Penske Automotive	Q	.17 11-11 12-2
Suncoke Energy Ptrs	Q	.432511-1511-29
Sunoco Logistics	Q	.63 11-811-14
UMB Financial	Q	.225 12-10 1-2
Viewpoint Financial	Q	.12 11-411-18
Visa Inc	Q	.40 11-15 12-3

EXTRA

Marine Products Corp.03	11-8 12-10
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INITIAL

Phillips 66 Ptrs	x	1548 11-411-13
x-Amount prorated from IPO date, regular rate .2150.		
WorldPoint Terminals	x	1565 11-411-13
x-Amount prorated from IPO date, regular rate .30Q.		

REGULAR

A.J. Gallagher	Q	.35 12-412-20
Alliance Bcp PA	Q	.05 11-811-22
Altera Inc	Q	.15 11-12 12-2
Artisan Asset Mgmt	Q	.43 11-1111-26
BNC Bancorp	Q	.05 11-1511-29
Ball Corp	Q	.13 12-212-16
Brink's Co	Q	.10 11-15 12-2
Calumet Spity Pdts	Q	.685 11-411-14
Cardinal Financial	Q	.06 11-711-22
Comcast Com	Q	.195 1-2 1-23

Janus Capital	Q	.07 11-811-22
Kennametal	Q	.18 11-511-26
Kronos Worldwide	Q	.15 12-512-19
LSI Inds	Q	.06 11-511-12
Lake Shore Bncp	Q	.07 11-511-19
Lexmark Intl	Q	.30 11-2912-13
Materion Corp	Q	.08 11-15 12-3
Matson Inc	Q	.16 11-7 12-5
Mueller Water	Q	.0175 11-811-20
PVR Partners	Q	.55 11-611-13
Parker Hannifin	Q	.45 11-8 12-6
Patterson Uti Engy	Q	.05 12-1712-31
Pc-Tel	Q	.035 11-811-15
Peabody Energy	Q	.085 11-711-29
Peoples Bancorp	Q	.14 11-411-19
Pepco Holding	Q	.27 12-1012-31
PerkinElmer	Q	.07 1-17 2-7
Pfizer	Q	.24 11-8 12-3
Principal Fincl	Q	.26 12-912-27
Qualcomm	Q	.35 12-212-19
Quality Systems	Q	.175 12-13 1-3
R.R. Donnelley	Q	.26 11-14 12-2
Regal Entertain	Q	.21 12-412-13
Regis Corp	Q	.06 11-512-19
Rogers Commun g	Q	.435 12-13 1-2
SI Financial Group	Q	.03 11-411-25
Southern Nati Bncp	Q	.07 11-1211-22
StellarOne Fin	Q	.10 11-511-25
Sterling Financia I	Q	.20 11-511-19
Suburban Propane	Q	.875 11-511-12
Symatec Corp	Q	.35 11-2512-18

DEATH NOTICES

BEACHWOOD CREMATION SOCIETY
Johnson, Lewis, 95,
Naples, October 23, 2013.
Slocum, William, 92,
Naples, October 24, 2013.

Frank, Patricia, 82, Naples,
FL, died, October 24, 2013.
Van Slyke, Sharon, 56,
Naples, October 23, 2013.

ALL CREMATIONS OPTIONS
Lobue, Nick, 85, Naples,
October 23, 2013.

FULLER FUNERAL HOME

AFFORDABLE CREMATIONS