

# ORLANDO BUSINESS JOURNAL

**Q&A**

## How Dan Davis plans to grow Axiom Bank — and what a chocolate chip cookie can do for his day



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Dan Davis, 51, who became Axiom Bank president and CEO in January, believes there is a “noticeable vibrancy” about Orlando – something he also believes exists in the bank and its future.

Davis, who joined the bank in 2014 as chief financial officer and senior vice president, has 16 years of banking experience, having gotten his start in the industry as CFO for Fifth Third Bank, and later worked for Level One Bank in Detroit, Federal Trust Bank in Sanford and Friends Bank in New Smyrna Beach.

Maitland-based Axiom Bank, the second-largest community bank in the region, has \$661.5 million in total assets, 150 employees and 21 locations.

As mobile banking has become more popular among consumers, Axiom Bank has rolled out new mobile and technology options to try to stay ahead of the sweeping industry changes.

Here’s how Davis plans to grow the bank, challenges he faces and more:

**My plans for growing Axiom Bank:**

It has a tremendous opportunity for growth in the coming years. We have several goals, including increasing our commercial and consumer lending. On the depository side, we are adding business deposit services, retail branches and consumer deposit accounts and services. We want to make our customers’ banking experience

► **CLOSER LOOK**

**DAN DAVIS**

president and CEO, Axiom Bank

**Description:** Community bank

**Founded:** 1963

**Address:** 258 Southhall Lane, Maitland 32751

**Contact:** (888) 425-4882; www.axiombanking.com

**Education:** Degree in accounting and finance, St. Louis University

**Family:** Wife, Maureen; kids: Rylie, Joe and Cam

easier, less time consuming and less expensive, allowing our customers to focus on their own lives and businesses.

**Key accomplishment in the past 12 months:** Axiom supported its communities with \$135 million in new business loans in 2015.

**Most difficult challenges in the past 12 months and what I learned from them:** The disproportionate and elevated regulatory oversight and burden on community banks that distract them from their traditional focus of serving local families and businesses. I’m hoping these crucial banker and regulator roles will be restored somewhat to allow banks to contribute more fully to sustainable economic conditions, especially for disadvantaged members of our communities in need of better jobs and personable banking services.

**My smartest business move:** Moving from Detroit to Orlando. When I arrived in Orlando in 2009, the recession had



Dan Davis

begun, but there was a noticeable vibrancy about Orlando compared to Detroit and its economic troubles. I could sense an energy about the city and knew that economic growth would rebound much more quickly here than up North.

**Words I live by:** A passage from the book “Cutting for Stone”: “The key to happiness is to own your own slippers, own who you are, own how you look, own your family, own the talents you have and own the ones you don’t. If you keep saying your slippers aren’t yours, then you’ll die searching, always feeling you were promised more. Not only our actions, but also our omissions, become our destiny.”

**How I turn things around when my workday is off to a bad start:** A Chick-fil-A chocolate chip cookie and a good coffee

**Favorite vacation destination:** Skiing in the Rocky Mountains

**I’m good at:** Motivating (nagging) people into doing things so we can give customers more value than what they pay for

**I’m very bad at:** Trimming hedges and shrubs. They come out lumpy and uneven, but seem to live on.