

# **PUBLIC DISCLOSURE**

September 13, 2021

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

Farmers Savings Bank  
Certificate Number: 14807

205 Main Street  
Colesburg, Iowa 52035

Federal Deposit Insurance Corporation  
Division of Depositor and Consumer Protection  
Kansas City Regional Office

1100 Walnut Street, Suite 2100  
Kansas City, Missouri 64106

This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

## **TABLE OF CONTENTS**

INSTITUTION RATING .....	1
DESCRIPTION OF INSTITUTION .....	2
DESCRIPTION OF ASSESSMENT AREA .....	3
SCOPE OF EVALUATION .....	5
CONCLUSIONS ON PERFORMANCE CRITERIA.....	6
DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW.....	9
APPENDICES .....	10
SMALL BANK PERFORMANCE CRITERIA .....	10
GLOSSARY .....	11

## INSTITUTION RATING

**INSTITUTION'S CRA RATING:** This institution is rated **Satisfactory**.

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment area, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

Farmers Savings Bank's (FSB) satisfactory Community Reinvestment Act (CRA) performance under the applicable performance criteria supports the overall rating. The following points summarize the bank's performance:

- The loan-to-deposit ratio is reasonable, given the institution's size, financial condition, and assessment area credit needs.
- The institution made a majority of its small farm, small business, and home mortgage loans inside the assessment area.
- The assessment area does not include any low- or moderate-income geographies, and a review of the Geographic Distribution criterion would not result in meaningful conclusions. Therefore, this criterion was not evaluated.
- The distribution of borrowers reflects, given assessment area demographics, reasonable penetration among farms and businesses of different revenue sizes and individuals of different income levels.
- The institution did not receive any CRA-related complaints since the previous evaluation; therefore, this factor did not affect the rating.

## DESCRIPTION OF INSTITUTION

FSB is a commercial bank headquartered in Colesburg, Iowa, and operates three branch offices in Clayton, Delaware, and Fayette counties in Iowa. Marjon Bancorporation, Inc. is a one-bank holding company that owns 100 percent of FSB's common stock. There are no other affiliates and no subsidiaries. No offices have been opened and no merger or acquisition activity has occurred during the review period. However, FSB closed its Aurora branch on March 8, 2019. The institution received a rating of "Satisfactory" at the previous FDIC Performance Evaluation dated August 12, 2015, based on Interagency Small Institution Examination Procedures.

FSB offers a variety of loan products, including agricultural, commercial, residential, and consumer loans. The bank's primary focus is agricultural lending. The bank offers special financing alternatives through the Farm Service Agency, Small Business Administration, and Farmer Mac. FSB also participated in the Small Business Administration's Paycheck Protection Program (PPP) during the review period. This program provided financial aid to businesses impacted by the COVID-19 pandemic. Secondary market financing options are available for qualifying home mortgage borrowers. The bank offers traditional deposit-related products, including checking, savings, and certificates of deposit. Alternative banking services include internet and mobile banking, electronic bill pay, and ATMs. Full-service ATMs are located at each of the four office locations, and a cash-dispensing ATM is located at a convenience store in Elkport.

Assets totaled approximately \$233.2 million as of June 30, 2021, representing an increase of 38.6 percent since the March 31, 2015, Consolidated Reports of Condition and Income (Call Report). Total deposits equaled approximately \$194.1 million, representing a 34.2 percent increase, and total loans were approximately \$137.3 million, representing a 26.9 percent increase, during the same timeframe. Management noted the increase in the deposit volume is related to the various stimulus programs and the tendencies of customers to retain cash due to the COVID-19 pandemic. Management also indicated that loan growth is tied to the number of loans originated through the PPP loan program and the organic growth attributable to normal activities of the institution. Loan portfolio concentrations are similar to those at the prior evaluation. Composition of the loan portfolio is illustrated in the following table.

<b>Loan Portfolio Distribution as of 6/30/2021</b>		
<b>Loan Category</b>	<b>\$(000s)</b>	<b>%</b>
Construction, Land Development, and Other Land Loans	483	0.4
Secured by Farmland	43,257	31.5
Secured by 1-4 Family Residential Properties	11,465	8.4
Secured by Multifamily (5 or more) Residential Properties	0	0.0
Secured by Nonfarm Nonresidential Properties	10,753	7.8
<b>Total Real Estate Loans</b>	<b>65,958</b>	<b>48.1</b>
Commercial and Industrial Loans	17,922	13.1
Agricultural Production and Other Loans to Farmers	44,478	32.4
Consumer Loans	4,985	3.6
Obligations of State and Political Subdivisions in the U.S.	3,906	2.8
Other Loans	21	0.0
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	(0)	(0.0)
<b>Total Loans</b>	<b>137,270</b>	<b>100.0</b>
<i>Source: Reports of Condition and Income</i>		

Examiners did not identify any financial, legal, or other impediments that affect the bank's ability to meet the credit needs of its assessment area.

## **DESCRIPTION OF ASSESSMENT AREA**

The CRA requires each financial institution to define one or more assessment areas within which its CRA performance will be evaluated. FSB has defined their assessment area to be Buchanan County census tracts 9501 and 9502, Clayton County census tracts 703-706, Delaware County census tracts 9501-9503, Dubuque County census tracts 104 and 105, and Fayette County census tract 802. All assessment area counties are part of Iowa's nonmetropolitan area with the exception of Dubuque County, which is part of the Dubuque, Iowa Metropolitan Statistical Area. The geographical boundaries of the assessment area have not changed since the prior evaluation.

### **Economic and Demographic Data**

Based on 2015 American Community Survey (ACS) data, the assessment area is comprised of eleven middle- and one upper-income census tracts. These classifications represent a change from 2010 U.S. Census data, when the assessment area was comprised of twelve middle-income census tracts. FSB's main office is located in Delaware County middle-income census tract 9501, the Elkport and Strawberry Point branches are located in Clayton County middle-income census tracts 705 and 706, respectively, and the Arlington branch is located in Fayette County middle-income census tract 802. The following table illustrates select demographic characteristics of the assessment area.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	12	0.0	0.0	91.7	8.3	0.0
Population by Geography	41,395	0.0	0.0	92.9	7.1	0.0
Housing Units by Geography	18,543	0.0	0.0	93.0	7.0	0.0
Owner-Occupied Units by Geography	13,198	0.0	0.0	92.3	7.7	0.0
Occupied Rental Units by Geography	3,383	0.0	0.0	94.1	5.9	0.0
Vacant Units by Geography	1,962	0.0	0.0	95.2	4.8	0.0
Businesses by Geography	3,692	0.0	0.0	92.8	7.2	0.0
Farms by Geography	780	0.0	0.0	90.8	9.2	0.0
Family Distribution by Income Level	11,346	17.5	18.9	24.0	39.6	0.0
Household Distribution by Income Level	16,581	21.2	16.3	20.0	42.5	0.0
Median Family Income - Dubuque, Iowa Metropolitan Statistical Area		\$68,157	Median Housing Value			\$118,470
Median Family Income - Nonmetropolitan Iowa		\$61,681	Median Gross Rent			\$561
			Families Below Poverty Level			7.2%

*Source: 2015 ACS and 2020 D&B Data. (\*) The NA category consists of geographies that have not been assigned an income classification. Due to rounding, totals may not equal 100.0%*

According to 2020 D&B data, service industries represent the largest portion of farm and business operations at 28.6 percent; followed by agriculture, forestry, and fishing at 17.4 percent; and non-classifiable establishments at 14.2 percent. In addition, 69.1 percent of assessment area farms and businesses have four or fewer employees, and 90.0 percent of farms and businesses operate from a single location.

The FFIEC-estimated median family income levels are used to analyze home mortgage loans under the Borrower Profile criteria. The low-, moderate-, middle-, and upper-income categories for the nonmetropolitan Iowa and Dubuque Iowa Metropolitan Statistical areas are presented in the following table.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
<b>Iowa Nonmetropolitan</b>				
2020 (\$69,200)	<\$34,600	\$34,600 to <\$55,360	\$55,360 to <\$83,040	≥\$83,040
<b>Dubuque, Iowa Metropolitan Statistical Area</b>				
2020 (\$82,900)	<\$41,450	\$41,450 to <\$66,320	\$66,320 to <\$99,480	≥\$99,480

*Source: FFIEC*

### **Competition**

The assessment area is moderately competitive regarding the market for financial services. The FDIC Deposit Market Share Report as of June 30, 2020, reports 32 banks operate from 91 offices within the assessment area counties. FSB ranks 10<sup>th</sup> with 2.9 percent deposit market share. These institutions range from small community banks to larger financial institutions operating branch locations in the area.

### **Community Contacts**

As part of the evaluation process, examiners contact third parties active in the assessment area to help identify the credit needs and economic conditions of the assessment area. This information helps determine whether local financial institutions are responsive to community credit needs and provides context regarding available opportunities for area financial institutions. In conjunction with this evaluation, examiners reviewed an existing community contact with specific knowledge of the economic condition in the assessment area. Examiners focused on the contact's observations regarding agricultural activities, given the bank's business focus.

The representative stated that economic conditions in the area center on agriculture. Farming operations are dealing with higher commodity prices; however, the cost of inputs is also higher. Operations with minimal debt are able to take advantage of the current markets while highly leveraged operations are struggling. Farmland prices have been steady and consolidation into larger farm operations is continuing at a slower pace due to the recent COVID-19 pandemic outbreak. The contact stated that the commercial sector is growing with recent announcements of expansion by several companies. Regarding housing, the representative stated there is a shortage of moderately priced, entry-level homes. The area needs affordable housing to accommodate potential workers needed to fill the jobs tied to the announced business expansions. The contact noted that currently many residents commute to jobs in the nearby larger metropolitan area of Dubuque, Iowa. The primary credit needs of the community remain in the agricultural and affordable housing sectors.

### **Credit Needs**

Considering information from the community contact, bank management, economic and demographic data, and Call Report data, examiners determined that small farm, small business, and home mortgage lending remain the primary credit needs of the assessment area.

## **SCOPE OF EVALUATION**

### **General Information**

This evaluation covers the period from the prior evaluation dated August 12, 2015, to the current evaluation date of September 13, 2021. Examiners used the Interagency Small Institution Examination Procedures to evaluate FSB's CRA performance. Examiners conducted a full-scope review.

### **Activities Reviewed**

Based on Call Report information and the bank's business strategy, examiners determined that the major product lines of the institution are agriculture, commercial, and home mortgage lending. The bank's record of originating small farm loans contributed more weight to overall conclusions due to the larger loan volume when compared to small business and home mortgage lending during the

most recent calendar year. For the Assessment Area Concentration performance criterion, examiners analyzed the entire universes of small farm, small business, and home mortgage loans originated or renewed from January 1, 2020, through December 31, 2020. For the Borrower Profile performance criterion, examiners analyzed a sample of the small farm and small business loans located inside the assessment area. All home mortgage loans originated or renewed during 2020 located inside the assessment area were analyzed based on the lower volume of lending. The table below provides information on the number and dollar volume of loan products reviewed.

<b>Loan Products Reviewed</b>				
<b>Loan Category</b>	<b>Universe</b>		<b>Reviewed</b>	
	<b>#</b>	<b>\$(000s)</b>	<b>#</b>	<b>\$(000s)</b>
Small Farm	142	12,660	47	3,348
Small Business	84	5,109	41	2,553
Home Mortgage	20	1,808	20	1,808

*Source: 1/1/2020 -- 12/31/2020 Bank Data.*

When arriving at small farm and small business conclusions, 2020 D&B data provided a standard of comparison. For home mortgage conclusions, 2015 ACS data provided a standard of comparison. While the number and dollar volume of loans are presented, examiners emphasized performance by number of loans, which is a better indicator of the number of farms, businesses, and individuals served.

## **CONCLUSIONS ON PERFORMANCE CRITERIA**

### **LENDING TEST**

FSB demonstrated reasonable performance under the Lending Test. Reasonable lending performance under the Loan-to-Deposit Ratio, Assessment Area Concentration, and Borrower Profile criteria primarily support this conclusion.

#### **Loan-to-Deposit Ratio**

FSB's loan-to-deposit ratio is reasonable given the bank's size, financial condition, and assessment area credit needs. The bank's net loan-to-deposit ratio, calculated from Call Report data, averaged 76.9 percent over the 24 calendar quarters from September 30, 2015, through June 30, 2021. The net loan-to-deposit ratio ranged from a high of 85.2 percent as of March 31, 2018, to a low of 63.0 percent as of December 31, 2020. Examiners compared the loan-to-deposit ratio to similarly-situated institutions to help evaluate FSB's performance. Comparable institutions were selected based on their size, geographic location, and lending focus. As shown in the following table, FSB's average net loan-to-deposit ratio is in line with the selected institutions.



Loan-to-Deposit Ratio Comparison		
Bank	Total Assets as of 6/30/2021 (\$000s)	Average Net Loan-to-Deposit Ratio (%)
Farmers Savings Bank, Colesburg, Iowa	233,167	76.9
Kerndt Brothers Savings Bank, Lansing, Iowa	332,522	84.8
Community Bank of Oelwein, Oelwein, Iowa	115,490	52.6

*Source: Reports of Condition and Income 9/30/2015 – 6/30/2021*

### **Assessment Area Concentration**

A majority of the bank's loans are within the assessment area. This level of lending reflects management's commitment to lend within the local community. See the following table.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Small Farm	123	86.6	19	13.4	142	9,881	78.0	2,779	22.0	12,660
Small Business	74	88.1	10	11.9	84	4,572	89.5	537	10.5	5,109
Home Mortgage	20	100.0	0	0.0	20	1,808	100.0	0	0.0	1,808

*Source: 1/1/2020 – 12/31/2020 Bank Data. Due to rounding, totals may not equal 100.0%*

### **Geographic Distribution**

The assessment area does not include any low- or moderate-income geographies, and a review of the Geographic Distribution criterion would not result in meaningful conclusions. Therefore, this criterion was not evaluated.

### **Borrower Profile**

Overall, the distribution of borrowers reflects reasonable penetration of loans among farms and businesses of differing revenue sizes and individuals of differing income levels. The bank's reasonable performance in small farm lending supports this conclusion. As noted previously, small farm loans were weighted more heavily in the analysis as farm loans make up a majority of the loan portfolio. Despite the bank's excellent level of small business and home mortgage lending, the performance has a smaller impact on the overall performance. Examiners focused on the percentage of small farm and small business loans, by number, to farms and businesses with gross annual revenues of \$1 million or less, as well as on the percentage of home mortgage loans, by number, to low- and moderate-income borrowers.

### **Small Farm Loans**

The distribution of the small farm loan sample reflects reasonable distribution among agricultural operations of different revenue sizes. The bank's level of lending to farm operations with gross annual revenues of \$1 million or less is comparable to D&B data. See the following table.

<b>Distribution of Small Farm Loans by Gross Annual Revenue Category</b>					
<b>Gross Revenue Level</b>	<b>% of Farms</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
<=\$1,000,000	98.7	46	97.9	3,248	97.0
>\$1,000,000	0.6	1	2.1	100	3.0
Revenue Not Available	0.6	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>47</b>	<b>100.0</b>	<b>3,348</b>	<b>100.0</b>

*Source: 2020 D&B Data; Bank Data. Due to rounding, totals may not equal 100.0%*

### ***Small Business Loans***

The distribution of borrowers reflects excellent penetration among businesses of different revenue sizes. The bank's level of lending to business operations with gross annual revenues of \$1 million or less exceeds D&B data. See the following table.

<b>Distribution of Small Business Loans by Gross Annual Revenue Category</b>					
<b>Gross Revenue Level</b>	<b>% of Businesses</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
<=\$1,000,000	83.8	40	97.6	2,538	99.4
>\$1,000,000	4.8	1	2.4	15	0.6
Revenue Not Available	11.4	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>41</b>	<b>100.0</b>	<b>2,553</b>	<b>100.0</b>

*Source: 2020 D&B Data; Bank Data. Due to rounding, totals may not equal 100.0%*

### ***Home Mortgage Loans***

FSB's record of extending home mortgage loans to borrowers of different income levels inside the bank's assessment area is excellent, as the bank's level of lending to low- and moderate-income individuals exceeds comparable data. See the following table.

<b>Distribution of Home Mortgage Loans by Borrower Income Level</b>					
<b>Borrower Income Level</b>	<b>% of Families</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Low	17.5	4	20.0	154	8.5
Moderate	18.9	8	40.0	492	27.2
Middle	24.0	5	25.0	630	34.8
Upper	39.6	3	15.0	532	29.4
Not Available	0.0	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>20</b>	<b>100.0</b>	<b>1,808</b>	<b>100.0</b>

*Source: 2015 ACS Data; Bank Data. Due to rounding, totals may not equal 100.0%*

### **Response to Complaints**

The institution did not receive any CRA-related complaints since the prior evaluation; therefore, this criterion did not affect the CRA rating.

### **DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW**

Examiners did not identify any evidence of discriminatory or other illegal credit practices inconsistent with helping meet community credit needs; therefore, this consideration did not affect the institution's overall CRA rating.

## APPENDICES

### SMALL BANK PERFORMANCE CRITERIA

#### Lending Test

The Lending Test evaluates the bank's record of helping to meet the credit needs of its assessment area(s) by considering the following criteria:

- 1) The bank's loan-to-deposit ratio, adjusted for seasonal variation, and, as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments;
- 2) The percentage of loans, and as appropriate, other lending-related activities located in the bank's assessment area(s);
- 3) The geographic distribution of the bank's loans;
- 4) The bank's record of lending to and, as appropriate, engaging in other lending-related activities for borrowers of different income levels and businesses and farms of different sizes; and
- 5) The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

## GLOSSARY

**Aggregate Lending:** The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

**American Community Survey (ACS):** A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five year estimates based on population thresholds.

**Area Median Income:** The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

**Assessment Area:** A geographic area delineated by the bank under the requirements of the Community Reinvestment Act.

**Census Tract:** A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

**Combined Statistical Area (CSA):** A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

**Consumer Loan(s):** A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

**Core Based Statistical Area (CBSA):** The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

**Family:** Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family. Other family is further classified into "male householder" (a family with a male householder and no wife present) or "female householder" (a family with a female householder and no husband present).

**FFIEC-Estimated Income Data:** The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

**Full-Scope Review:** A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower profile, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

**Geography:** A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

**Home Mortgage Disclosure Act (HMDA):** The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

**Home Mortgage Loans:** Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

**Housing Unit:** Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

**Limited-Scope Review:** A limited scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is often analyzed using only quantitative factors (e.g., geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

**Low-Income:** Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent in the case of a geography.

**Market Share:** The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

**Median Income:** The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

**Metropolitan Division (MD):** A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary

counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

**Metropolitan Statistical Area (MSA):** CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

**Middle-Income:** Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 and less than 120 percent in the case of a geography.

**Moderate-Income:** Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 and less than 80 percent in the case of a geography.

**Multi-family:** Refers to a residential structure that contains five or more units.

**Nonmetropolitan Area (also known as non-MSA):** All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

**Owner-Occupied Units:** Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

**Rated Area:** A rated area is a state or multistate metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area.

**Rural Area:** Territories, populations, and housing units that are not classified as urban.

**Small Business Loan:** A loan included in "loans to small businesses" as defined in the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$1 million or less and are either secured by nonfarm nonresidential properties or are classified as commercial and industrial loans.

**Small Farm Loan:** A loan included in "loans to small farms" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

**Upper-Income:** Individual income that is 120 percent or more of the area median income, or a median family income that is 120 percent or more in the case of a geography.

**Urban Area:** All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, “urban” consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

“Urban” excludes the rural portions of “extended cities”; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.



# Farmers Savings Bank

## Main Office

### Colesburg Office

205 Main Street  
Colesburg, IA 52035

Census Tract 9501  
Located in Delaware County

Opened 1/26/1907  
Loan and Deposit production  
ATM: Cash Only

<b>Lobby:</b>	Monday-Friday	8:30 am - 3:00 pm
<b>Drive-up:</b>	Monday-Friday	8:00 am - 5:00 pm
	Saturday	8:30 am - 11:00 am

## Branch Offices

### Elkport/Garber Office

26892 Grandview Rd  
Elkport, IA 52044

Census Tract 0705  
Located in Clayton County

Opened 3/20/1995  
Loan and Deposit production  
ATM located at 26877 Grandview Road, Elkport, IA: Cash Only.

<b>Drive-up:</b>	Mon, Tues, Thurs	9:00 am - 3:00 pm
	Wednesday	9:00 am - 12:00 pm
	Friday	9:00 am - 5:00 pm
	Saturday	8:30 am - 11:00 am

Strawberry Point Office  
130 W. Mission Street  
Strawberry Point, IA 52076

Located in Clayton County  
Census Tract 0706

Opened 1/1/2001  
Loan and Deposit production  
ATM: Cash Only

<b>Lobby:</b>	Monday – Friday	8:30 am - 3:00 pm
<b>Drive-up:</b>	Monday - Friday	8:00 am - 5:00 pm
	Saturday	8:30 am - 11:00 am

Arlington Office  
747 Main Street  
Arlington, IA 50606

Located in Fayette County  
Census Tract 0802

Opened 10/14/2003  
Loan and Deposit production  
ATM: Cash Only

<b>Lobby:</b>	Monday - Friday	8:30 am - 3:00 pm
<b>Drive-up:</b>	Monday - Friday	8:00 am - 5:00 pm
	Saturday	8:30 am - 11:00 am

**FEE SCHEDULE**

**Farmers Savings Bank**  
**205 Main Street**  
**Colesburg, Iowa 52035**

**Fees effective May 1, 2018. \*Iowa state sales tax applies**

**FEES AND CHARGES.** The following fees and charges may be assessed against your account:

Check printing fees vary by the style of check ordered.

An overdraft fee of \$15.50 will be charged per item for covering overdrafts created by check, in-person withdrawal, ATM withdrawal, returned deposit items, or other electronic means. Maximum of \$155.00 per day. No charge on daily overdraft balances of \$10.00 or less.

Overdraft Fee \$15.50/item  
 Returned Item (NSF) Fee \$15.50/item presented\*\*

\*\*You may be charged a Returned Item(NSF) Fee for the same item each time the item is presented for payment and returned for non-sufficient funds.

Account Activity Print Out	\$2.00
Account Balancing Assistance/Account Research per hour (\$25 Minimum)*	\$25.00
Account Closed within 6 Months of Opening*	\$30.00
Account Closing Fee-Negative Balance	\$50.00
ACH Automatic Payment Changes (per payment)	\$20.00
ACH Transfer Originaton Set up Fee (Monthly)*	\$10.00
Automatic Loan Payment Changes (per payment)*	\$10.00
Automatic Transfer/Sweep (Free to Hometown Bank Club Members)*	\$5.00
Bill Pay-FREE with 1 or more Bill Pay transactions per month* If no Bill Pay is completed	\$5.00
BRELLA: Person-2-Person (P2P) Transfer Fee	\$1.00
Cashiers Checks-Customers Only	\$5.00
Check Cashing for Non-Customer (additional \$3/phone call if applicable)	\$10.00
Check Image Copy (per copy)*	\$1.00
Coin Counting for Non-Customer	5.000% of total or \$5 minimum
Collection Items (Domestic) *	\$30.00
Collection Items (International)*	\$50.00
Counter Checks-(4 checks/\$1.00)*	\$1.00
Dormant Account Fee -per month/After inactive 12 mo.	\$2.00
E-Statement: Additional Online Statement Request	\$2.00
Fax Fee per page (Free to Hometown Bank Club)	\$2.00
Foreign Currency Exchange-----exchange rate +	\$15.00
Garnishments/Levies (as permitted)*	\$50.00
Health Savings Account (HSA) Annual Fee*	\$25.00
Hometown Bank Club Monthly Fee - Family*	\$9.50
Hometown Bank Club Monthly Fee - Single*	\$7.50
IRA/HSA Transfer Fee (to another institution)	\$50.00
Laminating per item	\$5.00
Night Deposit Bag with Lock*	\$15.00
Night Deposit Replacement Key or Additional Keys (Initial key is free)	\$25.00
Notary Service (non-customers)	\$10.00
Online Banking .....	FREE
Personal Money Orders-Customers Only (\$1.00 Hometown Bank Club )	\$3.00
Photocopies per page (10 Free/month to Hometown Bank Club & GEM Club)	\$1.00
Re-Open Savings Account	\$10.00
Return Item Deposit- per item*	\$5.00
Returned Mail/Statement-per item*	\$3.00
Safety Deposit Box Drilling (acutal cost-first \$100 paid upfront)	\$100.00
Savings per Transaction Fee (limit of 6 free debits per month)	\$1.00
Shazam ATM Card Issue or replacement (Free to Hometown Bank Club Members)*	\$10.00
Shazam Card Monthly Fee (Free to Hometown Bank Club, and STAR Checking)*	\$1.00
Shazam Debit Card Issue/Every Two Years (Free to Hometown Bank Club, STAR Checking)*	\$15.00

Shazam Debit Card-Change PIN*	\$5.00
Special Statement Cutoff or Mailing Duplicate Statement*	\$5.00
Statement CD: 1 year of statements per CD (shipping at an additional charge)*	\$30.00
Statement Copy-per statement (paper copy)*	\$10.00
Stop Payment-per item*	\$30.00
Telephone Transfers (under \$500) (Free to Hometown Bank Club)*	\$5.00
Verification of Deposit (completion of VOD) *	\$10.00
Wire Transfer Fee Incoming/Outgoing(International)*	\$50.00
Wire Transfer Fee-Incoming/Outgoing (Domestic)*	\$20.00

# Farmers Savings Bank

## Loan-to-Deposit Ratio

### Ratio for 2022

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
<b>TOTAL LOANS</b>	\$ 129,903,534.27	\$121,034,084.22	\$125,343,310.13	\$134,280,643.52
<b>TOTAL DEPOSITS</b>	\$ 197,897,846.53	\$191,462,559.38	\$190,906,838.84	\$203,483,515.29
	66%	63%	66%	66%

### Ratio for 2023

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
<b>TOTAL LOANS</b>	\$ 136,018,499.88	\$132,729,214.22	\$134,752,039.43	\$138,348,288.98
<b>TOTAL DEPOSITS</b>	\$ 196,395,086.30	\$198,523,381.51	\$208,330,215.56	\$220,787,136.03
	69%	67%	65%	63%

### Ratio for 2024

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
<b>TOTAL LOANS</b>	\$138,651,726.21	\$138,542,963.26	\$137,171,348.63	
<b>TOTAL DEPOSITS</b>	\$200,775,922.84	\$200,931,913.52	\$203,889,618.39	
	69%	69%	67%	

# **FARMERS SAVINGS BANK**

## **Deposit Products**

- A. Checking Accounts
- B. Savings Accounts
- C. Time Certificates of Deposit
- D. Traditional or Roth IRAs
- E. Health Savings Accounts

## **Deposit Services**

- A. Online Banking
- B. Mobile Banking & Mobile Deposit
- C. Telephone Banking
- D. Wire Transfers
- E. Online Bill Pay
- F. Debit Cards
- G. E Sign
- H. Digital Wallet

# FARMERS SAVINGS BANK

## LENDING PRODUCTS

The type of credit that the bank will be willing to extend within our assessment area includes (consistent with safe and sound banking practices, economic considerations, liquidity requirements and statutory restrictions):

- A. Consumer Loans of all types, including but not limited to:
  - 1. Installment loans for purchase of vehicles, consumer goods, personal and home improvement loans.
  - 2. Short term consumer loans for worthwhile purposes.
- B. Real Estate Loans
  - 1. Construction loans to convert to permanent loans.
  - 2. Loans on residential dwellings for one to four units.
  - 3. Secondary Market Real Estate Loans
  - 4. Loans on commercial property.
  - 5. Loans on farmland.
- C. Agricultural Loans
  - 1. Operating advances including but not limited to feed, grain production and various types of loans to be amortized over one to three years.
  - 2. Livestock loans, machinery and equipment purchases, farm capital improvements, livestock facilities, grain storage facilities, farm buildings, vehicles, loans for tiling and other drainage facilities.
  - 3. Living expenses for the farm family to be repaid when livestock and/or grain is sold.

## **FARMERS SAVINGS BANK**

### **LENDING PRODUCTS, cont.**

#### **D. Commercial Loans**

1. Operating loans to furnish necessary operating capital, including loans needed to cover required inventory and accounts receivable financing.
2. Loans necessary to purchase equipment and supplies, furniture and fixtures and vehicles.
3. Floor plan loans.

#### **E. Interim Financing**

1. Loans to provide interim financing (construction) for its customers prior to permanent long-term loan financing with same and/or other lending agencies. Commitments must have been issued.

#### **F. Government Programs**

1. Interim financing for Farm Service Agency for housing and other projects.
2. Local bonds for municipal purposes.
3. Government guaranteed loans by Farm Service Agency or Small Business Association for Ag or Commercial purposes.

In addition to the foregoing, the bank is prepared to make other loans from time to time required by its customers if the same are consistent with safe and sound banking practices, economic considerations, liquidity requirements and statutory restrictions.





