

## Public Comments



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**Written comments received relating to our performance in meeting community credit needs**

2023 – none

2022 – none

2021 – none

2020 - none

# **PUBLIC DISCLOSURE**

April 12, 2021

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

Community State Bank  
Certificate Number: 9536

1500 Main Street  
Union Grove, Wisconsin 53182

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

300 South Riverside Plaza, Suite 1700  
Chicago, Illinois 60606

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.

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## 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.

**The Lending Test is rated Satisfactory.**

- The loan-to-deposit ratio is reasonable given the institution's size, financial condition, and the credit needs of its assessment areas (AAs).
- The bank originated a substantial majority of the small business and home mortgage loans within its AAs.
- The geographic distribution of small business and home mortgage loans throughout the bank's AAs is reasonable.
- The distribution of borrowers reflects reasonable penetration of loans among businesses of different 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 Lending Test rating.

**The Community Development Test is rated Satisfactory.**

- The institution demonstrated adequate responsiveness to the community development needs of its AAs through community development loans, qualified investments and donations, and community development services. Examiners considered the institution's capacity and the need and availability of such opportunities for community development within the AAs.

## DESCRIPTION OF INSTITUTION

Community State Bank (CSB) is headquartered in Union Grove, Wisconsin, and operates in the Racine, WI Metropolitan Statistical Area (MSA), Lake County-Kenosha County, IL-WI MSA, and the Wisconsin Non-MSA. Union Bancorporation, Inc., a one-bank holding company, also located in Union Grove, owns CSB. No merger or acquisition activities have occurred since the previous evaluation. The institution received a Satisfactory rating at its previous FDIC Performance Evaluation, dated February 26, 2018, based on Interagency Intermediate Small Institution Examination Procedures.

CSB operates seven full-service locations in the southeastern part of the state, including the Union Grove main office in Racine County. In June 2020, CSB opened a full-service branch in a middle-income census tract in Kenosha, Kenosha County. The other full-service branches are located in

Burlington, Racine, and Waterford in Racine County; Salem in Kenosha County; and Lake Geneva in Walworth County. Of all seven locations, six offices are located in middle-income census tracts and one office is located in an upper-income census tract as designated by the 2015 American Community Survey (ACS). In December 2019, CSB closed a full-service branch in a middle-income census tract in Rochester in Racine County. CSB's deposit-taking automated teller machine (ATM) in Rochester remains in operation.

CSB continues to offer traditional lending products and a complete suite of deposit products. Management predominantly focuses on business and home mortgage lending opportunities within their market. CSB offers various loan products including commercial, home mortgage, consumer, and agricultural. Offered loan products include special loan programs that target small businesses and low- and moderate-income individuals. Examples of such loan programs include: the Small Business Administration (SBA) loans, including 7(a), (504), and the new Paycheck Protection Program (PPP); Farm Service Agency (FSA) programs; and a bank-developed specialized consumer credit-repair loan product. Additionally, in response to the 2020 disaster declaration for the COVID-19 crisis, CSB offers assistance for consumer loans in the form of modifications.

CSB provides a variety of deposit services including checking, savings, money market deposit accounts, certificates of deposit, and health savings accounts. Alternative banking services include internet banking, mobile banking, telebanking, electronic bill pay, peer-to-peer payments, mobile check deposit, online mortgage applications, and nine bank-owned ATMs, of which three accept deposits.

CSB's assets totaled \$538 million as of December 31, 2020. As of the same financial date, CSB had loans totaling \$302 million, securities totaling \$124 million, and deposits totaling \$489 million. Since the previous evaluation CSB has experienced an annualized growth rate of 16.3 percent for total assets. This increase is primarily due to the notable number of SBA PPP loans originated in 2020; however, it is expected that the assets will level off as the PPP loans are forgiven. Despite the significant increase in loans, the loan portfolio distribution has remained relatively consistent. Notably, the loan portfolio figures do not include all residential mortgage loans originated and subsequently sold on the secondary market. In 2019, 170 totaling \$36.6 million were sold, and in 2020, 344 totaling \$79.2 million were sold. CSB's loan portfolio is illustrated in the following table.



Loan Portfolio Distribution as of 12/31/2020		
Loan Category	\$ (000s)	%
Construction and Land Development	28,743	9.5
Secured by Farmland	4,849	1.6
Secured by 1-4 Family Residential Properties	40,207	13.3
Secured by Multifamily (5 or more) Residential Properties	1,265	0.4
Secured by Nonfarm Nonresidential Properties	112,985	37.5
<b>Total Real Estate Loans</b>	<b>188,049</b>	<b>62.3</b>
Commercial and Industrial Loans	94,009	31.2
Agricultural Loans	14,686	4.9
Consumer Loans	1,327	0.4
Other Loans	3,527	1.2
Less: Unearned Income	0.0	0.0
<b>Total Loans</b>	<b>301,598</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 AAs' credit needs.

## DESCRIPTION OF ASSESSMENT AREAS

The CRA requires each financial institution to define one or more AAs within which examiners evaluate its performance. CSB designates three AAs: the Racine County AA, the Kenosha County AA, and the Walworth County AA. The AAs are unchanged since the previous evaluation.

As indicated by the 2015 ACS, of the 103 census tracts combined in CSB's AAs, 9 are designated as low-income, 23 are designated as moderate-income, 49 are designated as middle-income, 17 are designated as upper-income, and 5 are not assigned an income classification.

The population of the AAs has remained generally unchanged since the previous evaluation with a modest 0.3 percent (or 1,610 people) increase from the 2010 U.S. Census reported figure. Additional details are discussed within the individual sections for each AA.

## SCOPE OF EVALUATION

### General Information

This evaluation covers the period from the prior evaluation dated February 26, 2018, to the current evaluation dated April 12, 2021. Examiners used the Interagency Intermediate Small Institution Examination Procedures to evaluate CRA performance. These procedures include two tests: the CRA Small Bank Lending Test and the Community Development Test. The Appendix details the performance criteria related to these tests. Banks must achieve at least a Satisfactory rating under each test to obtain an overall Satisfactory rating.

The Racine County AA received a full-scope review and was weighted more heavily in the conclusions and overall rating because this AA includes the highest level of lending, deposits, community development activities, and banking offices. The Kenosha County AA also received a full-scope review due to notable deposit, lending, and community development activities. The Walworth County AA received a limited-scope review at the current evaluation as CSB has the least presence in this area.

This evaluation does not include any lending activity performed by affiliates, given that the bank does not have any affiliates that are involved in any lending activities.

### **Activities Reviewed**

Examiners determined that the bank's major product lines are small business and home mortgage loans. This conclusion considered the bank's business strategy and the number and dollar volume of loans originated during the evaluation period. No other loan types, such as small farm or consumer loans, represent a major product line. Therefore, they provide no material support for conclusions or ratings and are not analyzed.

Bank records indicate that the lending focus and product mix remained consistent throughout the evaluation period. The bank's record of originating small business loans contributes comparable weight to home mortgage activity in arriving at overall conclusions.

This evaluation considered all small business loans originated in the period January 1, 2020, through December 31, 2020. The bank originated 269 small business loans totaling \$39.6 million in 2020. For the Borrower Profile criterion, examiners sampled 59 small business loans totaling \$7.4 million. This sample is considered representative of the bank's performance during the entire evaluation period. D&B data for 2020 provided a standard of comparison for small business loans.

Examiners also considered all home mortgage loans reported on the bank's 2019 and 2020 Home Mortgage Disclosure Act (HMDA) Loan Application Registers (LARs). In 2019, the bank reported 234 loans totaling \$53.3 million. In 2020, the bank reported 428 loans totaling \$95.7 million. Bank management attributes the increase in mortgage loans during the evaluation period to a low interest rate environment resulting in a large number of refinance transactions. Aggregate data and 2015 ACS demographic data provided standards of comparison for the bank's home mortgage loans.

All community development loans, investments, and services since the previous evaluation dated February 26, 2018, are included in this evaluation. All outstanding qualified investments that were purchased prior to the previous evaluation are included at their current book values. Quantitative consideration is given to these activities based on the bank's financial capacity, and qualitative consideration is given based on opportunity and how the activities meet the needs in the AAs.



## CONCLUSIONS ON PERFORMANCE CRITERIA

### LENDING TEST

CSB demonstrated reasonable performance under the Lending Test. Borrower Profile and Geographic Distribution performance primarily support this conclusion.

#### Loan-to-Deposit Ratio

The loan-to-deposit ratio is reasonable given the institution's size, financial condition, and the credit needs of the AAs. The average net loan-to-deposit ratio is 71.0 percent, based on the 12 quarters since the previous evaluation dated February 26, 2018. The ratio has fluctuated since the prior examination, ranging from a low of 60.2 percent on December 31, 2020, to a high of 80.1 percent on June 30, 2019. Despite the fluctuations and the lowest percent at the most recent financial date, CSB maintained a ratio that is comparable to ratios of seven similarly-situated banks. The similarly-situated institutions' average net loan-to-deposit ratios range from a low of 68.7 percent to a high of 111.0 percent over the same time period. These institutions are local banks ranging in asset size from \$360 million to \$1.8 billion that have comparable market areas, lending focus, and loan product offerings. It is also noted that loans sold in the secondary market are not considered in CSB's loan-to-deposit ratios or similarly-situated banks. As stated previously, CSB originates and sells a substantial volume of secondary market loans. During 2019 and 2020, the bank originated and sold 514 secondary market loans totaling approximately \$115.8 million.

#### Assessment Area Concentration

CSB originated a substantial majority of its small business and home mortgage loans, by number and dollar volume, within its AAs. 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 Business										
2020	258	95.9	11	4.1	269	37,498	94.6	2,140	5.4	39,638
Subtotal	258	95.9	11	4.1	269	37,498	94.6	2,140	5.4	39,638
Home Mortgage										
2019	215	91.9	19	8.1	234	47,000	88.1	6,343	11.9	53,343
2020	401	93.7	27	6.3	428	89,977	94.1	5,688	5.9	95,665
Subtotal	616	93.1	46	6.9	662	136,977	91.9	12,031	8.1	149,008
Total	874	93.9	57	6.1	931	174,475	92.5	14,171	7.5	188,646

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

### **Geographic Distribution**

The geographic distribution of small business and home mortgage loans reflects reasonable dispersion throughout the AAs. Performance is generally consistent throughout the Racine County and Kenosha County AAs. No geographic distribution analysis was warranted in the Walworth County AA due to the absence of low- and moderate-income census tracts in that market. As previously noted, performance in the Racine County AA carries the greatest weight.

### **Borrower Profile**

The distribution of loans to borrowers reflects, given the demographics of the AAs, reasonable penetration among businesses of different sizes and individuals of different income levels. Performance is consistent throughout the Racine County and Kenosha County AAs, with performance in Racine County carrying the greatest weight. Performance in the Walworth County AA was lower than the other AAs; however, this AA contributes the least weight in arriving at overall conclusions.

### **Response to Complaints**

CSB did not receive any CRA-related complaints since the previous evaluation; therefore, this criterion did not affect the Lending Test rating.

## **COMMUNITY DEVELOPMENT TEST**

CSB demonstrated adequate responsiveness to the community development needs of its AAs through community development loans, qualified investments, and community development services. Examiners considered the institution's capacity and the need and availability of such opportunities.

### **Community Development Loans**

CSB originated or renewed 670 community development loans totaling \$90.3 million in the AAs and 43 community development loans totaling \$2.8 million throughout the broader statewide or regional area during the evaluation period. This level of activity represents 22.1 percent of average total assets and 35.6 percent of average net loans in the 12 quarters since the prior evaluation. The number and dollar amount of community development loans in the broader statewide or regional area are considered because CSB has been responsive to the community development needs and opportunities in its AAs.

SBA PPP loans originated in response to the COVID-19 crisis significantly increased the overall community development lending activity. CSB originated 658 qualifying PPP loans totaling \$63.1 million in its AAs and 43 qualifying PPP loans totaling \$2.8 million in the broader statewide or regional area. These loans demonstrate the bank's responsiveness to a primary community development need during the current evaluation period.



Not including the SBA PPP lending activity, CSB originated 12 community development loans totaling \$27.2 million in the AAs. This level of activity represents 6.5 percent of average total assets and 10.4 percent of average net loans since the previous evaluation. This level of lending exceeds the nine loans totaling \$6.2 million at the previous evaluation, which equaled 1.9 percent of average total assets and 3.6 percent of average net loans.

CSB's community development lending performance is comparable to the performance of similarly-situated banks in Wisconsin that received Satisfactory ratings for the Community Development Test. These comparisons were made without PPP loan performance as the banks were evaluated prior to the SBA PPP program being established or had not yet made any SBA PPP loans. A large percentage of the commercial purpose loans made in 2020 and 2021 were SBA PPP loans; therefore, community development lending activities were somewhat limited outside of this program. Also notable, the vast majority of qualifying community development loans are renewals. The following tables illustrate the bank's community development lending by AA, year, and purpose.

Community Development Lending by Assessment Area										
Assessment Area	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Racine County	5	22,746	4	3,500	485	40,348	0	0	494	66,594
Kenosha County	1	47	0	0	94	10,406	0	0	95	10,453
Walworth County	2	927	0	0	79	12,329	0	0	81	13,256
Statewide Activities*	0	0	0	0	34	2,530	0	0	34	2,530
Regional Activities*	0	0	0	0	9	256	0	0	9	256
<b>Total</b>	<b>8</b>	<b>23,720</b>	<b>4</b>	<b>3,500</b>	<b>701</b>	<b>65,869</b>	<b>0</b>	<b>0</b>	<b>713</b>	<b>93,089</b>

Source: Bank Data ; \*All Statewide Activities and Regional Activities reflect SBA PPP lending

Community Development Lending by Year										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
2018 (Partial)	1	6,000	0	0	0	0	0	0	1	6,000
2019	3	8,888	2	3,150	0	0	0	0	5	12,038
2020	4	8,832	2	350	464	45,006	0	0	470	54,188
YTD 2021	0	0	0	0	237	20,862	0	0	237	20,862
<b>Total</b>	<b>8</b>	<b>23,720</b>	<b>4</b>	<b>3,500</b>	<b>701</b>	<b>65,869</b>	<b>0</b>	<b>0</b>	<b>713</b>	<b>93,089</b>

Source: Bank Data; Totals may be impacted by rounding.

### Qualified Investments

CSB made 55 qualified investments totaling \$2.3 million during the review period. Of these, 45 totaling \$52,000 were donations to local non-profit organizations with their primary purpose being affordable housing, community services, or economic development. There are 10 qualifying prior period investments totaling \$2.3 million with the primary purpose of community development, 7 of

which benefit the broader statewide area. The bank did not purchase any qualified bonds or equity investments during the current evaluation period.

Notably, several donations in 2020 and 2021 were directed towards individuals and businesses struggling through the economic effects presented by the COVID-19 crisis. Despite the investments being directed towards the primary needs of the AAs, CSB's qualified investment activity as a whole demonstrates a low level of responsiveness to the community development needs in the AAs. Comparisons to similarly-situated banks, considerations of the capacity of the institution, and the need for and availability of such opportunities support this conclusion.

The dollar amount of qualified investments equates to 0.6 percent of average total assets, 6.3 percent of average equity capital, and 2.3 percent of average total securities in the 12 quarters since the prior evaluation. This level is below the 56 qualified investments totaling \$3.1 million at the previous evaluation, which equaled 0.9 percent of average total assets, 10.0 percent of average equity capital, and 2.7 percent of average total securities. The following tables illustrate the bank's qualified investments by AA, year, and purpose.

Qualified Investments by Assessment Area										
Assessment Area	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Racine County	0	0	24	872	1	2	0	0	25	874
Kenosha County	0	0	4	5	2	8	0	0	6	13
Walworth County	1	2	16	381	0	0	0	0	17	383
Statewide Activities	0	0	7	1,066	0	0	0	0	7	1,066
<b>Total</b>	<b>1</b>	<b>2</b>	<b>51</b>	<b>2,324</b>	<b>3</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>55</b>	<b>2,336</b>

Source: Bank Data

Qualified Investments by Year										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Prior Period	0	0	10	2,284	0	0	0	0	10	2,284
2018 (Partial)	0	0	0	0	0	0	0	0	0	0
2019	0	0	0	0	0	0	0	0	0	0
2020	0	0	0	0	0	0	0	0	0	0
YTD 2021	0	0	0	0	0	0	0	0	0	0
<b>Subtotal</b>	<b>0</b>	<b>0</b>	<b>10</b>	<b>2,284</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>10</b>	<b>2,284</b>
Qualified Grants & Donations	1	2	41	40	3	10	0	0	45	52
<b>Total</b>	<b>1</b>	<b>2</b>	<b>51</b>	<b>2,324</b>	<b>3</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>55</b>	<b>2,336</b>

Source: Bank Data



### Community Development Services

During the evaluation period, bank employees provided 49 instances of financial expertise or technical assistance in the AAs. This is in line with the 47 instances of qualified community development services at the previous evaluation. The bank did not participate in any community development service activity in 2020 or to date in 2021 because of limitations due to the COVID-19 crisis. The following tables illustrate the bank's community development services and hours by year and purpose.

Community Development Services by Assessment Area					
Assessment Area	Affordable Housing	Community Services	Economic Development	Revitalize or Stabilize	Totals
	#	#	#	#	#
Racine County	0	23	7	0	30
Kenosha County	0	11	0	0	11
Walworth County	0	8	0	0	8
<b>Total</b>	<b>0</b>	<b>42</b>	<b>7</b>	<b>0</b>	<b>49</b>

*Source: Bank Records*

Community Development Services by Year					
Activity Year	Affordable Housing	Community Services	Economic Development	Revitalize or Stabilize	Totals
	#	#	#	#	#
2018	0	31	4	0	35
2019	0	11	3	0	14
<b>Total</b>	<b>0</b>	<b>42</b>	<b>7</b>	<b>0</b>	<b>49</b>

*Source: Bank Records*

Notable examples of community development services include the following.

- Bank employees teach financial literacy classes to various schools in which over 50 percent of the students qualify for free or reduced-price meals under the U.S. Department of Agriculture's National School Lunch Program.
- A bank officer serves on the Board of Directors with local economic development organizations and an organization that supports women affected by domestic violence.
- A bank officer serves on the loan committee of an economic development group that reviews loans that help small businesses.
- A bank officer provided financial literacy assistance to help a local economic development group obtain a grant to revitalize areas affected by destruction in 2020.

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

The bank's compliance with the laws relating to discrimination and other illegal credit practices was reviewed, including the Fair Housing Act and the Equal Credit Opportunity Act. Examiners did not identify any discriminatory or other illegal credit practices.

### **RACINE COUNTY ASSESSMENT AREA – Full-Scope Review**

#### **DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE RACINE COUNTY ASSESSMENT AREA**

The Racine County AA consists of all 45 census tracts in Racine County. This AA is unchanged from the previous evaluation.

#### **Economic and Demographic Data**

As indicated by the 2015 ACS, 3 census tracts are designated as low-income, 9 census tracts are designated as moderate-income, 21 census tracts are designated as middle-income, 9 census tracts are designated as upper-income, and 2 census tracts are not assigned an income classification. All low- and moderate-income census tracts are located in the easternmost part of the county. The bank's four offices in the AA are located in three middle-income census tracts and one upper-income census tract. CSB's closest branch location is just west of the cluster of low- and moderate-income census tracts, between one and seven air miles. Since the previous evaluation there have been changes in the income designations of the Racine County census tracts. In particular, there are two additional moderate-income census tracts, each within the same area in the eastern part of the county. The following table illustrates select demographic characteristics of the AA.

Demographic Information of the Assessment Area						
Assessment Area: Racine County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	45	6.7	20.0	46.7	20.0	6.7
Population by Geography	194,895	6.7	20.3	53.3	18.9	0.8
Housing Units by Geography	82,261	6.3	21.1	53.1	18.6	1.0
Owner-Occupied Units by Geography	52,516	2.7	16.1	57.4	23.6	0.2
Occupied Rental Units by Geography	22,667	12.0	29.9	47.2	8.5	2.4
Vacant Units by Geography	7,078	14.3	29.5	39.9	13.9	2.5
Businesses by Geography	9,855	5.2	18.6	53.5	19.6	3.0
Farms by Geography	409	2.0	7.1	54.5	36.4	0.0
Family Distribution by Income Level	50,245	20.0	17.8	21.9	40.3	0.0
Household Distribution by Income Level	75,183	23.4	15.6	19.5	41.4	0.0
Median Family Income MSA - 39540 Racine, WI MSA		\$68,728	Median Housing Value			\$161,164
			Median Gross Rent			\$795
			Families Below Poverty Level			9.2%

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

According to the 2020 D&B data, there were 9,855 businesses operating in the Racine County AA. Gross annual revenues (GARs) for these business are listed below. The analysis of small business loans under the Borrower Profile criterion compares the distribution of businesses by GAR level.

- 82.6 percent report \$1 million or less
- 6.5 percent report more than \$1 million
- 10.9 percent do not report revenue data

According to information from the State of Wisconsin Workforce Profile for Racine County, the 2019 workforce reflects the largest employment industries are manufacturing, education and health, trade, transportation, and utilities. These industries represent more than 65 percent of the workforce. Additional research identified that some of the top employers for Racine County include Wheaton Franciscan Healthcare, SC Johnson & Son, Inc., and CNH America, LLC.

Examiners use the 2019 and 2020 FFIEC estimated median family income levels to analyze the home mortgage loans under the Borrower Profile criterion. The following table illustrates the 2019 and 2020 income categories for the Racine County AA.



Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
Racine, WI MSA Median Family Income (39540)				
2019 (\$69,400)	<\$34,700	\$34,700 to <\$55,520	\$55,520 to <\$83,280	≥\$83,280
2020 (\$84,600)	<\$42,300	\$42,300 to <\$67,680	\$67,680 to <\$101,520	≥\$101,520
<i>Source: FFIEC</i>				

There are 82,261 housing units within the Racine County AA, with 63.8 percent owner-occupied, 27.5 percent occupied rental units, and 8.6 percent vacant units. The Geographic Distribution criterion compares home mortgage loans to the distribution of owner-occupied housing units.

The Wisconsin Realtors Association provides information on number of home sales and median sale price by county. This information which follows, provides insight into the housing market's availability and credit needs, as well as the potential affordability of housing to low- and moderate-income borrowers. The table shows that the median sales prices for Racine County has increased from the prior year's data. This also provides an indication of housing affordability within the Racine County AA.

Housing Sales and Median Prices for Racine County		
Year	YTD # of Sales	YTD Median Sales Price
2019	225	\$169,900
2020	247	\$190,000
<i>Source: Wisconsin Realtors Association</i>		

The most recent information from the U.S. Bureau of Labor Statistics indicates that the unemployment rate for the State of Wisconsin was 4.0 percent as of December 2020. The unemployment rate for Racine County as of December 2020 was higher at 6.1 percent. The 2020 COVID-19 pandemic has impacted the unemployment rates, and according to the Bureau of Labor Statistics, Racine County's manufacturing has been impacted reporting a high level of unemployment at 17.1 percent which has increased the county's overall unemployment percentages. The crisis has resulted in forced closings, especially in assembly line facilities, where risks of infection rates are increased.

### **Competition**

The Racine County AA is very competitive in the market for financial services. According to the FDIC Deposit Market Share data as of June 2020, there were fourteen financial institutions that operate 48 full-service branches within the Racine County AA. Of these institutions, CSB ranked third with a 6.3 percent deposit market share.

There is a moderate level of competition in the Racine County AA for home mortgage loans among banks, credit unions, and non-depository mortgage lenders. In 2019, 283 lenders reported a total of

7,690 HMDA-reportable loans in the Racine County AA. CSB ranked 14th reporting a market share of 1.6 percent.

CSB is not required to collect or report small business data, and it has elected not to do so; therefore, the analysis of these loan types under the Lending Test does not include comparisons to aggregate data. At the current evaluation, examiners considered the aggregate data as a reflection of the level of demand for small business lending in the AAs. Aggregate data for 2019 showed that 71 lenders reported 3,077 small business loans in Racine County. It should be noted that many institutions are not required to report lending data, therefore, competition for these loan types is greater than the aggregate small business data reflects.

### **Community Contacts**

As part of the evaluation process, examiners use information obtained from third parties active in the AAs to assist in identifying the credit and community development needs and opportunities. This information helps determine whether local financial institutions are responsive to those needs. Examiners obtained information from an economic development group that serves communities throughout Wisconsin, including Racine, Kenosha, and Walworth Counties. Additionally, a real estate agent active in Racine and Kenosha Counties was contacted.

One contact stated that before the COVID-19 crisis, the manufacturing industry in the area was starting to slow down in late 2019. Although manufacturing was declining, the contact stated that other employment was strong such as health care and professional jobs. The contact stated that new businesses have been coming to the area including a large electronic manufacturing service company.

Another contact stated that the residential real estate market in 2020 and currently is very active and it is considered to be a seller's market. Homes are selling quickly, and often multiple bids are made on properties within three days of when they are listed, resulting in sales prices going above original list prices. The contact stated that sellers prefer cash sales or conventional financing, which can prohibit low- and moderate-income borrowers from competing in this environment.

The contacts mentioned that opportunities exist for financial institutions such as:

- Participating in revolving loan funds,
- Offering more funds for start-up businesses, and
- Home financing to help low- and moderate-income borrowers participate in this seller's market.

### **Credit and Community Development Needs and Opportunities**

Considering information from bank management, demographic and economic data, and the community contact information, examiners determined that there are credit and community development needs for affordable housing and small businesses in the AA, including financing for start-up businesses and flexible loan programs. The median housing values in comparison to the incomes of low- and moderate-income individuals support the need for more affordable housing. Additionally, the substantial percentage of businesses with GARs of \$1 million or less, and the large



number of businesses with four or fewer employees support the need for small business lending. The COVID-19 pandemic and related economic downturn and increased unemployment also support the need for more flexible lending programs.

## CONCLUSIONS ON PERFORMANCE CRITERIA IN THE RACINE COUNTY ASSESSMENT AREA

### LENDING TEST

CSB demonstrated reasonable performance under the Lending Test. Borrower Profile and Geographic Distribution performance primarily support this conclusion.

#### Geographic Distribution

The geographic distribution of loans reflects reasonable dispersion throughout the AA. The conclusion is supported primarily by the bank's reasonable performance of small business loans and home mortgage performance in low-income census tracts.

#### *Small Business Loans*

The geographic distribution of small business loans reflects reasonable dispersion. The following table shows that CSB's percentage of small business loans is relatively consistent with demographics. Specifically, performance in low-income census tracts trails the demographic benchmark by 2.3 percent and performance in moderate-income tracts exceeds the demographic benchmark by 1.4 percent.

Geographic Distribution of Small Business Loans					
Assessment Area: Racine County					
Tract Income Level	% of Businesses	#	%	\$(000s)	%
Low	5.2	5	2.9	452	1.9
Moderate	18.6	34	20.0	4,384	18.0
Middle	53.5	96	56.5	14,862	61.0
Upper	19.6	35	20.6	4,663	19.1
Not Available	3.0	0	0.0	0	0.0
<b>Totals</b>	<b>100.0</b>	<b>170</b>	<b>100.0</b>	<b>24,361</b>	<b>100.0</b>

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

#### *Home Mortgage Loans*

The geographic distribution of home mortgage loans is poor. This conclusion is supported by poor performance in moderate-income census tracts. The following table provides additional details.

In 2019, CSB performed in line with aggregate data to low-income census tracts. CSB did not originate a home mortgage loan in a low-income census tract in 2020. However, given the low

percentage of owner-occupied units located within low-income census tracts, this performance is reasonable.

The table shows that CSB trails aggregate in moderate-income tracts by 9.1 percent in 2019 and decreases in 2020 to significantly trail the demographic benchmark in moderate-income census tracts, reflecting poor performance. Examiners noted that the bank improved their record of lending to moderate-income census tracts since the prior examination. However, there are also increased opportunities as the presence of moderate-income tracts increased and aggregate performance also improved substantially. The bank does face competitive challenges as CSB does not have a location in a Racine County AA low- or moderate-income census tract. There are 16 competing financial institutions that operate 18 office locations within those tracts. Nonetheless, the bank maintains a well-established branch approximately one mile from moderate-income areas and there remains a significant disparity in the bank's performance compared to aggregate data. While distribution among moderate-income census tracts is poor, there were no concerns identified with dispersion of loans. These factors were taken into account, and as such, the poor home mortgage performance does not negatively impact the overall geographic distribution rating.

Geographic Distribution of Home Mortgage Loans						
Assessment Area: Racine County						
Tract Income Level	% of Owner-Occupied Housing Units	Aggregate Performance % of #	#	%	\$(000s)	%
<b>Low</b>						
2019	2.7	1.4	2	1.6	367	1.4
2020	2.7	--	0	0.0	0	0.0
<b>Moderate</b>						
2019	16.1	14.8	7	5.7	1,149	4.4
2020	16.1	--	5	2.0	626	1.2
<b>Middle</b>						
2019	57.4	59.4	62	50.4	11,776	45.0
2020	57.4	--	166	65.6	32,770	60.3
<b>Upper</b>						
2019	23.6	24.1	52	42.3	12,874	49.2
2020	23.6	--	82	32.4	20,919	38.5
<b>Not Available</b>						
2019	0.2	0.2	0	0.0	0	0.0
2020	0.2	--	0	0.0	0	0.0
<b>Totals</b>						
2019	100.0	100.0	123	100.0	26,166	100.0
2020	100.0	--	253	100.0	54,315	100.0

Source: 2015 ACS: Bank Data, 2019 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%



## **Borrower Profile**

The distribution of borrowers reflects reasonable penetration among businesses of different sizes and individuals of different incomes in the Racine County AA.

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

The distribution of small business loans reflects reasonable penetration among businesses with GARs of \$1 million or less. CSB's lending performance reflects 66.7 percent of its small business loans originated to businesses with GARs of \$1 million or less. This is below, but within reason, of the presented demographics. The demographic provides insight as to the total number of businesses in the area. Not all businesses could qualify for or are seeking traditional small business financing. Given the AA demographics, credit needs and opportunities, and competition, the bank's distribution of small business loans reflects reasonable penetration among businesses of different sizes.

<b>Distribution of Small Business Loans by Gross Annual Revenue Category</b>					
<b>Assessment Area: Racine County</b>					
<b>Gross Revenue Level</b>	<b>% of Businesses</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
<=\$1,000,000	82.6	26	66.7	2,976	57.4
>1,000,000	6.5	13	33.3	2,212	42.6
Revenue Not Available	10.9	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>39</b>	<b>100.0</b>	<b>5,188</b>	<b>100.0</b>

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

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

The distribution of home mortgage loans to individuals of different income levels, including low- and moderate-income borrowers, is reasonable. The following table shows that CSB's percentage of home mortgage loans to low-income borrowers trails aggregate by 2.9 percent in 2019. CSB's home mortgage performance to low-income borrowers also trails the demographic benchmark in both 2019 and 2020. However, the 9.2 percent of families in the AA below the poverty level partially contributes to this disparity. Given their limited financial resources, families with incomes below the poverty level generally do not have the capacity to support a traditional home mortgage, limiting the demand and opportunity for lending.

CSB's level of lending to moderate-income borrowers in 2019 trails aggregate performance and the demographic benchmark. However, in 2020 the bank's level of lending to moderate-income families increased significantly and was comparable to the percentage of moderate-income families in the AA.

Although overall performance trails aggregate and demographic data in both 2019 and 2020, the performance is reasonable due to the consideration of the following factors. CSB had a significant level of lending reported in the income "Not Available" category. In 2019, the reported income "Not available" loans slightly exceeds aggregate, which somewhat deflates the overall level of



lending within the various other income categories. The 2020 demographic figure does not report any "Not available", also impacting performance. When accounting for this, the percentage of loans to low- and moderate-income borrowers increases and is more comparable to benchmarks. Examiners also noted that CSB improved their performance to moderate-income individuals from the previous examination.

Further, the Racine area has a higher median home value which impacts the home mortgage lending to low- and moderate-income borrowers. The Racine County AA median home prices have continued to increase, making it difficult for low- and moderate-income families to qualify for conventional home mortgage financing. Community contact comments also stated that there is a need for more affordable housing.

Distribution of Home Mortgage Loans by Borrower Income Level						
Assessment Area: Racine County						
Borrower Income Level	% of Families	Aggregate Performance % of #	#	%	\$(000s)	%
<b>Low</b>						
2019	20.0	5.3	3	2.4	295	1.1
2020	20.0	--	4	1.6	561	1.0
<b>Moderate</b>						
2019	17.8	16.6	12	9.8	1,365	5.2
2020	17.8	--	43	17.0	6,715	12.4
<b>Middle</b>						
2019	21.9	22.3	21	17.1	3,606	13.8
2020	21.9	--	65	25.7	13,702	25.2
<b>Upper</b>						
2019	40.3	42.3	65	52.8	16,764	64.1
2020	40.3	--	106	41.9	27,365	50.4
<b>Not Available</b>						
2019	0.0	13.5	22	17.9	4,136	15.8
2020	0.0	--	35	13.8	5,973	11.0
<b>Totals</b>						
2019	100.0	100.0	123	100.0	26,166	100.0
2020	100.0	--	253	100.0	54,316	100.0

*Source: 2015 ACS: Bank Data, 2019 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%.*

## COMMUNITY DEVELOPMENT TEST

CSB demonstrates adequate responsiveness to the community development needs of the Racine County AA through community development loans, qualified investments, and community development services.

### **Community Development Loans**

CSB's community development lending in the Racine County AA has increased from 4 community development loans totaling \$3.5 million at the previous evaluation to 494 totaling \$66.6 million at the current evaluation. As mentioned previously, CSB's community development lending predominately consists of SBA PPP loans. During the evaluation period CSB made 485 qualifying SBA PPP loans totaling \$40.3 million in the Racine County AA. Not including the SBA PPP lending activity, CSB originated nine community development loans totaling \$26.3 million. The majority of the aforementioned \$26.3 million in lending has been for affordable housing in Racine County.

### **Qualified Investments**

CSB made 23 qualified donations totaling \$23,850 in the Racine County AA. One notable example is a 2021 donation totaling \$2,000 to a non-profit organization that provides families with temporary shelter and basic necessities while also assisting them to gain skills to become employed and independent. There were also two prior period investments with book values totaling \$850,000 which received credit. The total \$873,850 of qualified investments in the Racine County AA was slightly less than the \$904,000 reported qualified investments at the prior evaluation.

### **Community Development Services**

CSB's bank staff provided 30 community development services in the Racine County AA during the evaluation period, which equals the number of community development services noted at the prior evaluation. As stated previously, due to the COVID-19 crisis, bank staff did not provide any services in 2020 or year-to-date in 2021. Of the 30 community development services, 23 were for primarily for community service purposes and 7 for economic development purposes. All the economic development purpose services performed by CSB employees benefitted the Racine County AA, which comprised of loan expertise by a bank officer on an area economic development committee that extended funds to small businesses.

## **KENOSHA COUNTY ASSESSMENT AREA – Full-Scope Review**

### **DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE KENOSHA COUNTY ASSESSMENT AREA**

The Kenosha County AA consists of all 36 census tracts in Kenosha County. This AA is unchanged from the previous evaluation.

### **Economic and Demographic Data**

As indicated by the 2015 ACS, 6 census tracts are designated as low-income, 14 census tracts are designated as moderate-income, 15 census tracts are designated as middle-income, and one census tract is not assigned an income classification. There are no upper-income census tracts in the Kenosha County AA. Of the 20 low- and moderate-income census tracts in the Kenosha County



AA, 19 are located in the easternmost part of the county. The Kenosha branch is located between one and nine air miles from the cluster of low- and moderate- census tracts in the eastern portion of the AA. However, it is important to note that this branch was opened in June 2020 and was in operation for less than a year of the evaluation period. The remaining moderate-income census tract is located in the southwestern part of the county, just south of CSB's Salem Office. Since the previous examination, demographics changed resulting in two fewer low-income census tracts within the AA and four additional moderate-income census tracts, including the tract located south of the Salem branch. The following table illustrates select demographic characteristics of the AA.

Demographic Information of the Assessment Area						
Assessment Area: Kenosha County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	36	16.7	38.9	41.7	0.0	2.8
Population by Geography	167,738	13.0	38.2	48.8	0.0	0.0
Housing Units by Geography	69,510	11.9	39.5	48.6	0.0	0.0
Owner-Occupied Units by Geography	41,580	8.0	36.5	55.5	0.0	0.0
Occupied Rental Units by Geography	20,750	19.8	47.3	32.9	0.0	0.0
Vacant Units by Geography	7,180	11.5	34.2	54.3	0.0	0.0
Businesses by Geography	7,922	8.6	35.9	55.5	0.0	0.0
Farms by Geography	306	6.2	18.6	75.2	0.0	0.0
Family Distribution by Income Level	41,587	29.6	21.6	22.3	26.4	0.0
Household Distribution by Income Level	62,330	33.0	19.0	18.8	29.1	0.0
Median Family Income MSA - 29404 Lake County-Kenosha County, IL-WI		\$87,137	Median Housing Value			\$165,984
			Median Gross Rent			\$852
			Families Below Poverty Level			11.0%

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

According to the 2020 D&B data, there were 7,922 businesses operating in the Kenosha County AA. GARs for these business are listed below.

- 82.3 percent report \$1 million or less
- 5.7 percent report more than \$1 million
- 11.9 percent do not report revenue data

According to information from the State of Wisconsin Workforce Profile for Kenosha County, the 2019 workforce reflects the largest employment industries are professional and business, education and health, government, and manufacturing. These industries represent more than 86 percent of the workforce. Some of the top employers for Kenosha County include Amazon, Uline, and SnapOn Tools.

The following table illustrates the 2019 and 2020 FFIEC estimated median family income categories for the AA.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
<b>Lake County-Kenosha County, IL-WI Median Family Income (29404)</b>				
2019 (\$104,200)	<\$52,100	\$52,100 to <\$83,360	\$83,360 to <\$125,040	≥\$125,040
2020 (\$103,400)	<\$51,700	\$51,700 to <\$82,720	\$82,720 to <\$124,080	≥\$124,080

*Source: FFIEC*

There are 69,510 housing units within the Kenosha County AA, with 59.8 percent owner-occupied, 29.6 percent occupied rental units, and 10.3 percent vacant units.

Information in the following table from the Wisconsin Realtors Association shows that the median sales prices, for Kenosha County has increased from the prior year's data.

Housing Sales and Median Prices for Kenosha County		
Year	YTD # of Sales	YTD Median Sales Price
2019	162	\$199,900
2020	214	\$218,500

*Source: Wisconsin Realtors Association*

The unemployment rate for Kenosha County as of December 2020 was at 6.2 percent. The 2020 COVID-19 pandemic has impacted the unemployment rates, and according to the Bureau of Labor Statistics, Kenosha County's leisure and hospitality industry has been significantly impacted which affected the county's overall unemployment rate.

### **Competition**

The Kenosha County AA is moderately competitive in the market for financial services. According to the FDIC Deposit Market Share data as of June 2020, there were eleven financial institutions that operated 37 full-service branch offices within Kenosha County. Of these institutions, CSB ranked third with 2.0 percent deposit market share.

There is also a moderate level of competition in the Kenosha County AA for home mortgage loans. In 2019, 283 lenders reported a total of 6,574 HMDA-reportable mortgage loans in the Kenosha County AA. The average loan size was reported at \$186,000. CSB ranked 29<sup>th</sup>, with a 0.8 percent market share and an average loan size slightly higher at \$212,000.

Small business aggregate data for 2019 shows 71 lenders reported 2,701 small business loans in Kenosha County. This aggregate data indicates a moderate degree of competition for small business loans.



## CONCLUSIONS ON PERFORMANCE CRITERIA IN THE KENOSHA COUNTY ASSESSMENT AREA

### LENDING TEST

CSB demonstrated reasonable performance under the Lending Test. Borrower Profile and Geographic Distribution performance primarily support this conclusion.

#### Geographic Distribution

The geographic distribution of loans in the Kenosha County AA reflects reasonable dispersion throughout the AA. The bank's reasonable performance of small business and home mortgage lending supports this conclusion.

#### *Small Business Loans*

The geographic distribution of small business loans reflects reasonable dispersion. The following table shows that CSB's percentage of small business loans in low-income census tracts trails the demographic benchmark by 5.6 percent. As mentioned previously all low-income tracts in the AA are in the easternmost part of the county, and CSB did not open their office closest to those tracts until mid-year 2020. CSB's small business performance in moderate-income tracts significantly exceeds the demographic benchmark by 12.6 percent. Overall, performance is reasonable.

Geographic Distribution of Small Business Loans Assessment Area: Kenosha County					
Tract Income Level	% of Businesses	#	%	\$(000s)	%
Low	8.6	2	3.0	279	3.1
Moderate	35.9	32	48.5	3,084	34.6
Middle	55.5	32	48.5	5,560	62.3
Upper	0.0	0	0.0	0	0.0
Not Available	0.0	0	0.0	0	0.0
<b>Totals</b>	<b>100.0</b>	<b>66</b>	<b>100.0</b>	<b>8,923</b>	<b>100.0</b>

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

#### *Home Mortgage Loans*

The geographic distribution of home mortgage loans reflects reasonable dispersion throughout the AA. The following table shows that CSB trails aggregate in low-income census tracts by 2.7 percent in 2019. Performance decreases in 2020 and trails the comparable demographic. Further, the table shows that CSB trails aggregate in moderate-income census tracts by 14.1 percent in 2019 and decreases substantially in 2020. Though the record of lending trails comparative benchmarks, several factors were considered.

Opportunities to reach this market during the review period were somewhat limited due to the locations of the bank branches and significant competition. Specifically, CSB does not have location in a Kenosha County AA low- or moderate-income census tract; however, there are 14 competing financial institutions that operate 26 office locations within those tracts. The bank operates a location just one mile from the western border of the majority of low- and moderate-income census tracts. However, as stated previously, this location opened in June 2020. Given the brief period of its operations and implications of the COVID-19 pandemic, it is reasonable to expect delays in the bank's ability to penetrate this market. The dispersion of loans does not present any concerns with the bank's lending patterns. Given the limited amount of time of operation, competition, and reasonable dispersion of loans, geographic distribution is considered reasonable.

Geographic Distribution of Home Mortgage Loans						
Assessment Area: Kenosha County						
Tract Income Level	% of Owner-Occupied Housing Units	Aggregate Performance % of #	#	%	\$(000s)	%
<b>Low</b>						
2019	8.0	6.8	2	4.1	288	2.8
2020	8.0	--	1	1.1	47	0.2
<b>Moderate</b>						
2019	36.5	34.5	10	20.4	2,031	19.7
2020	36.5	--	10	11.4	1,652	8.6
<b>Middle</b>						
2019	55.5	58.7	37	75.5	7,983	77.5
2020	55.5	--	77	87.5	17,568	91.2
<b>Upper</b>						
2019	0.0	0.0	0	0.0	0	0.0
2020	0.0	--	0	0.0	0	0.0
<b>Not Available</b>						
2019	0.0	0.0	0	0.0	0	0.0
2020	0.0	--	0	0.0	0	0.0
<b>Totals</b>						
2019	100.0	100.0	49	100.0	10,302	100.0
2020	100.0	--	88	100.0	19,268	100.0

*Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%.*

### **Borrower Profile**

The distribution of borrowers reflects reasonable penetration among businesses of different sizes and individuals of different incomes in the Kenosha County AA.



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

The distribution of small business loans reflects reasonable penetration among businesses with GARs of \$1 million or less. CSB's performance is comparable to the demographic benchmark. See the following table.

<b>Distribution of Small Business Loans by Gross Annual Revenue Category</b>					
<b>Assessment Area: Kenosha County</b>					
<b>Gross Revenue Level</b>	<b>% of Businesses</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
<=\$1,000,000	82.3	8	80.0	745	66.8
>1,000,000	5.7	2	20.0	371	33.2
Revenue Not Available	11.9	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>10</b>	<b>100.0</b>	<b>1,116</b>	<b>100.0</b>

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

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

The distribution of home mortgage loans to individuals of different income levels, including low- and moderate-income borrowers is reasonable. CSB's home mortgage performance to low-income borrowers trails the demographic benchmark in both 2019 and 2020. However, the 11.2 percent of families in the AA below the poverty level partially contributes to this disparity. The following table shows that CSB's percentage of home mortgage loans to low-income borrowers significantly trails aggregate by 9.1 percent in 2019. However, in 2020, CSB's lending to low-income borrowers tripled by number. When comparing the bank's performance to the adjusted demographic of 18.4 percent to account for those families below the poverty level, the bank's performance is more within reason.

CSB's level of lending to moderate-income borrowers in 2019 trails aggregate performance by 11.2 percent and the demographic benchmark by 7.3 percent. However, in 2020 the bank's level of lending to moderate-income families increased significantly and exceeded the demographic benchmark by 6.8 percent.

Overall, while 2019 lending performance significantly trails aggregate data, substantial improvements were noted in 2020 and since the prior examination. The increasing trend, consideration of the impact of the poverty rate, and comparisons to demographic data support overall reasonable performance.

Distribution of Home Mortgage Loans by Borrower Income Level						
Assessment Area: Kenosha County						
Borrower Income Level	% of Families	Aggregate Performance % of #	#	%	\$(000s)	%
<b>Low</b>						
2019	29.6	17.3	4	8.2	575	5.6
2020	29.6	--	12	13.6	1,685	8.7
<b>Moderate</b>						
2019	21.6	25.5	7	14.3	967	9.4
2020	21.6	--	25	28.4	4,583	23.8
<b>Middle</b>						
2019	22.3	22.8	17	34.7	4,048	39.3
2020	22.3	--	23	26.1	4,847	25.2
<b>Upper</b>						
2019	26.4	21.0	13	26.5	3,041	29.5
2020	26.4	--	22	25.0	6,812	35.4
<b>Not Available</b>						
2019	0.0	13.4	8	16.3	1,672	16.2
2020	0.0	--	6	6.8	1,340	7.0
<b>Totals</b>						
2019	100.0	100.0	49	100.0	10,302	100.0
2020	100.0	--	88	100.0	19,268	100.0

Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%.

## COMMUNITY DEVELOPMENT TEST

CSB demonstrates adequate responsiveness to the community development needs of the Kenosha County AA through community development loans, qualified investments, and community development services.

### Community Development Loans

CSB's community development lending in the Kenosha County AA has increased from one community development loan totaling \$576,000 at the previous evaluation to 95 totaling \$10.5 million at the current evaluation. During the evaluation period CSB made 94 qualifying SBA PPP loans totaling \$10.4 million in the Kenosha County AA. Not including the SBA PPP lending activity, CSB originated one community development loan with an affordable housing purpose totaling \$47,000.



### **Qualified Investments**

CSB made six qualified donations totaling \$13,000 in the Kenosha County AA. Notably, one donation was to an economic development group for rebuilding areas in the City of Kenosha affected by widespread damage that occurred in the summer of 2020. The total of qualified investments in Kenosha County was higher than the six investments totaling \$6,000 at the prior evaluation.

### **Community Development Services**

CSB's bank staff provided 11 community development services in the Kenosha County AA during the evaluation period, which is similar to the 10 community development services noted at the prior evaluation. All services performed during the current evaluation period had a primary purpose of community services.

## **WALWORTH COUNTY ASSESSMENT AREA – Limited-Scope Review**

### **DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE WALWORTH COUNTY ASSESSMENT AREA**

The Walworth County AA consists of all 22 census tracts in Walworth County. This AA is unchanged from the previous evaluation.

### **Economic and Demographic Data**

As indicated by the 2015 ACS, the Walworth County AA includes 13 middle-income census tracts, 8 upper-income census tracts, and 1 census tract that is not assigned an income classification. There are no low-income or moderate-income census tracts within the Walworth County AA. The following table illustrates select demographic characteristics of the AA.

Demographic Information of the Assessment Area						
Assessment Area: Walworth County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	22	0.0	0.0	59.1	36.4	4.5
Population by Geography	103,039	0.0	0.0	61.9	34.6	3.5
Housing Units by Geography	51,651	0.0	0.0	63.4	34.2	2.3
Owner-Occupied Units by Geography	27,018	0.0	0.0	58.1	41.7	0.3
Occupied Rental Units by Geography	12,630	0.0	0.0	72.5	20.0	7.5
Vacant Units by Geography	12,003	0.0	0.0	66.0	32.5	1.6
Businesses by Geography	6,241	0.0	0.0	65.7	33.2	1.1
Farms by Geography	414	0.0	0.0	43.2	56.5	0.2
Family Distribution by Income Level	26,009	15.8	16.9	19.4	47.9	0.0
Household Distribution by Income Level	39,648	20.9	14.6	17.5	46.9	0.0
Median Family Income Non-MSAs - WI	\$60,742	Median Housing Value				\$196,311
		Median Gross Rent				\$804
		Families Below Poverty Level				8.0%

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

According to the 2020 D&B data, there were 6,241 businesses operating in the Walworth County AA. GARs for these business are listed below.

- 82.7 percent report \$1 million or less
- 6.7 percent report more than \$1 million
- 10.5 percent do not report revenue data

According to information from the State of Wisconsin Workforce Profile for Walworth County, the 2019 workforce reflects the largest employment industries are manufacturing, education and health, professional and business, and government. These industries represent more than 54 percent of the workforce. Additional research identified that some of the top employers for Walworth County include Aurora Healthcare, University of Wisconsin – Whitewater, Miniature Precision Components, Inc., and Pentair Water.

The following table illustrates the 2019 and 2020 FFIEC estimated median family income categories for the AA.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
WI NA Median Family Income (99999)				
2019 (\$65,900)	<\$32,950	\$32,950 to <\$52,720	\$52,720 to <\$79,080	≥\$79,080
2020 (\$68,000)	<\$34,000	\$34,000 to <\$54,400	\$54,400 to <\$81,600	≥\$81,600
<i>Source: FFIEC</i>				

There are 51,651 housing units within the Walworth County AA, with 59.8 percent owner-occupied and 29.6 percent occupied rental units and 10.3 percent vacant units.

Information in the following table from the Wisconsin Realtors Association shows that the median sales prices, for Walworth County has increased from the prior year's data.

Housing Sales and Median Prices for Walworth County		
Year	YTD # of Sales	YTD Median Sales Price
2019	122	\$237,500
2020	170	\$268,250
<i>Source: Wisconsin Realtors Association</i>		

The unemployment rate for Walworth County as of December 2020 was at 5.3 percent. The 2020 COVID-19 pandemic has impacted the unemployment rates, and according to the Bureau of Labor Statistics, Walworth County's leisure and hospitality industry has been significantly impacted which affected the county's overall unemployment rate.

### Competition

The Walworth County AA is moderately competitive in the market for financial services. According to the FDIC Deposit Market Share data as of June 2020, there were 22 financial institutions that operated 34 full-service branches within Walworth County. Of these institutions, CSB ranked fourth with 4.2 percent deposit market share.

There is also a moderate level of competition in Walworth County for home mortgage loans. In 2019, 304 lenders reported a total of 4,595 HMDA-reportable loans in Walworth County. CSB ranked 26<sup>th</sup> reporting a market share of 0.9 percent.

Aggregate data for 2019 shows 49 lenders reported 2,140 small business loans in Walworth County. This aggregate data indicates a moderate degree of competition for small business loans.



## CONCLUSIONS ON PERFORMANCE CRITERIA IN THE WALWORTH COUNTY ASSESSMENT AREA

### LENDING TEST

CSB's lending performance in the Walworth County AA is below the lending performance in the Racine County and Kenosha County AAs that were reviewed using full-scope examination procedures; however, it does not change the overall rating.

### Geographic Distribution

The Walworth County AA does not include any low- and 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

#### *Small Business Loans*

Distribution of Small Business Loans by Gross Annual Revenue Category					
Assessment Area: Walworth County					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000	82.7	6	75.0	727	89.0
>1,000,000	6.7	2	25.0	90	11.0
Revenue Not Available	10.5	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>8</b>	<b>100.0</b>	<b>817</b>	<b>100.0</b>

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

**Home Mortgage Loans**

Distribution of Home Mortgage Loans by Borrower Income Level						
Assessment Area: Walworth County						
Borrower Income Level	% of Families	Aggregate Performance % of #	#	%	\$(000s)	%
<b>Low</b>						
2019	15.8	3.3	1	2.3	75	0.7
2020	15.8	--	1	1.7	75	0.5
<b>Moderate</b>						
2019	16.9	11.7	2	4.7	235	2.2
2020	16.9	--	2	3.3	222	1.4
<b>Middle</b>						
2019	19.4	20.5	10	23.3	1,934	18.4
2020	19.4	--	13	21.7	2,710	16.5
<b>Upper</b>						
2019	47.9	51.3	23	53.5	6,672	63.3
2020	47.9	--	42	70.0	12,976	79.2
<b>Not Available</b>						
2019	0.0	13.3	7	16.3	1,617	15.3
2020	0.0	--	2	3.3	411	2.5
<b>Totals</b>						
2019	100.0	100.0	43	100.0	10,532	100.0
2020	100.0	--	60	100.0	16,395	100.0

*Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%.*

**COMMUNITY DEVELOPMENT TEST**

The bank's community development performance in the Walworth County AA is consistent with the community development performance in the Racine County and Kenosha County AAs that were reviewed using full-scope examination procedures. The bank's performance is adequate as shown in the tables in the overall section.

## APPENDICES

### INTERMEDIATE 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).

#### Community Development Test

The Community Development Test considers the following criteria:

- 1) The number and amount of community development loans;
- 2) The number and amount of qualified investments;
- 3) The extent to which the bank provides community development services; and
- 4) The bank's responsiveness through such activities to community development lending, investment, and service needs.



## 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.

**Community Development:** For loans, investments, and services to qualify as community development activities, their primary purpose must:

- (1) Support affordable housing for low- and moderate-income individuals;
- (2) Target community services toward low- and moderate-income individuals;
- (3) Promote economic development by financing small businesses or farms; or
- (4) Provide activities that revitalize or stabilize low- and moderate-income geographies, designated disaster areas, or distressed or underserved nonmetropolitan middle-income geographies.

**Community Development Corporation (CDC):** A CDC allows banks and holding companies to make equity type of investments in community development projects. Bank CDCs can develop innovative debt instruments or provide near-equity investments tailored to the development needs of the community. Bank CDCs are also tailored to their financial and marketing needs. A CDC may purchase, own, rehabilitate, construct, manage, and sell real property. Also, it may make equity or debt investments in development projects and in local businesses. The CDC activities are expected to directly benefit low- and moderate-income groups, and the investment dollars should not represent an undue risk on the banking organization.

**Community Development Financial Institutions (CDFIs):** CDFIs are private intermediaries (either for profit or nonprofit) with community development as their primary mission. A CDFI facilitates the flow of lending and investment capital into distressed communities and to individuals who have been unable to take advantage of the services offered by traditional financial institutions. Some basic types of CDFIs include community development banks, community development loan funds, community development credit unions, micro enterprise funds, and community development venture capital funds.

A certified CDFI must meet eligibility requirements. These requirements include the following:

- Having a primary mission of promoting community development;
- Serving an investment area or target population;
- Providing development services;
- Maintaining accountability to residents of its investment area or targeted population through representation on its governing board of directors, or by other means;
- Not constituting an agency or instrumentality of the United States, of any state or political subdivision of a state.

**Community Development Loan:** A loan that:

- (1) Has as its primary purpose community development; and
- (2) Except in the case of a wholesale or limited purpose bank:
  - (i) Has not been reported or collected by the bank or an affiliate for consideration in the bank's assessment area as a home mortgage, small business, small farm, or consumer loan, unless it is a multifamily dwelling loan (as described in Appendix A to Part 203 of this title); and
  - (ii) Benefits the bank's assessment area(s) or a broader statewide or regional area including the bank's assessment area(s).

**Community Development Service:** A service that:

- (1) Has as its primary purpose community development;
- (2) Is related to the provision of financial services; and
- (3) Has not been considered in the evaluation of the bank's retail banking services under § 345.24(d).

**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.



**Distressed Middle-Income Nonmetropolitan Geographies:** A nonmetropolitan middle-income geography will be designated as distressed if it is in a county that meets one or more of the following triggers:

- (1) An unemployment rate of at least 1.5 times the national average;
- (2) A poverty rate of 20 percent or more; or
- (3) A population loss of 10 percent or more between the previous and most recent decennial census or a net migration loss of 5 percent or more over the 5-year period preceding the most recent census.

**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.

**Low Income Housing Tax Credit:** The Low-Income Housing Tax Credit Program is a housing program contained within the Internal Revenue Code of 1986, as amended. It is administered by the U.S. Department of the Treasury and the Internal Revenue Service. The U.S. Treasury Department distributes low-income housing tax credits to housing credit agencies through the Internal Revenue Service. The housing agencies allocate tax credits on a competitive basis.

Developers who acquire, rehabilitate, or construct low-income rental housing may keep their tax credits. Or, they may sell them to corporations or investor groups, who, as owners of these properties, will be able to reduce their own federal tax payments. The credit can be claimed annually for ten consecutive years. For a project to be eligible, the developer must set aside a specific percentage of units for occupancy by low-income residents. The set-aside requirement remains throughout the compliance period, usually 30 years.

**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.

**Qualified Investment:** A lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

**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 Investment Company (SBIC):** SBICs are privately-owned investment companies which are licensed and regulated by the Small Business Administration (SBA). SBICs provide long-term loans and/or venture capital to small firms. Because money for venture or risk investments is difficult for small firms to obtain, SBA provides assistance to SBICs to stimulate and supplement the flow of private equity and long-term loan funds to small companies. Venture capitalists participate in the SBIC program to supplement their own private capital with funds borrowed at favorable rates through SBA's guarantee of SBIC debentures. These SBIC debentures are then sold to private investors. An SBIC's success is linked to the growth and profitability of the companies that it finances. Therefore, some SBICs primarily assist businesses with significant growth potential, such as new firms in innovative industries. SBICs finance small firms by providing straight loans and/or equity-type investments. This kind of financing gives them partial ownership of those businesses and the possibility of sharing in the companies' profits as they grow and prosper.

**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.

**Underserved Middle-Income Nonmetropolitan Geographies:** A nonmetropolitan middle-income geography will be designated as underserved if it meets criteria for population size, density, and dispersion indicating the area's population is sufficiently small, thin, and distant from a population center that the tract is likely to have difficulty financing the fixed costs of meeting essential community needs.

**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.



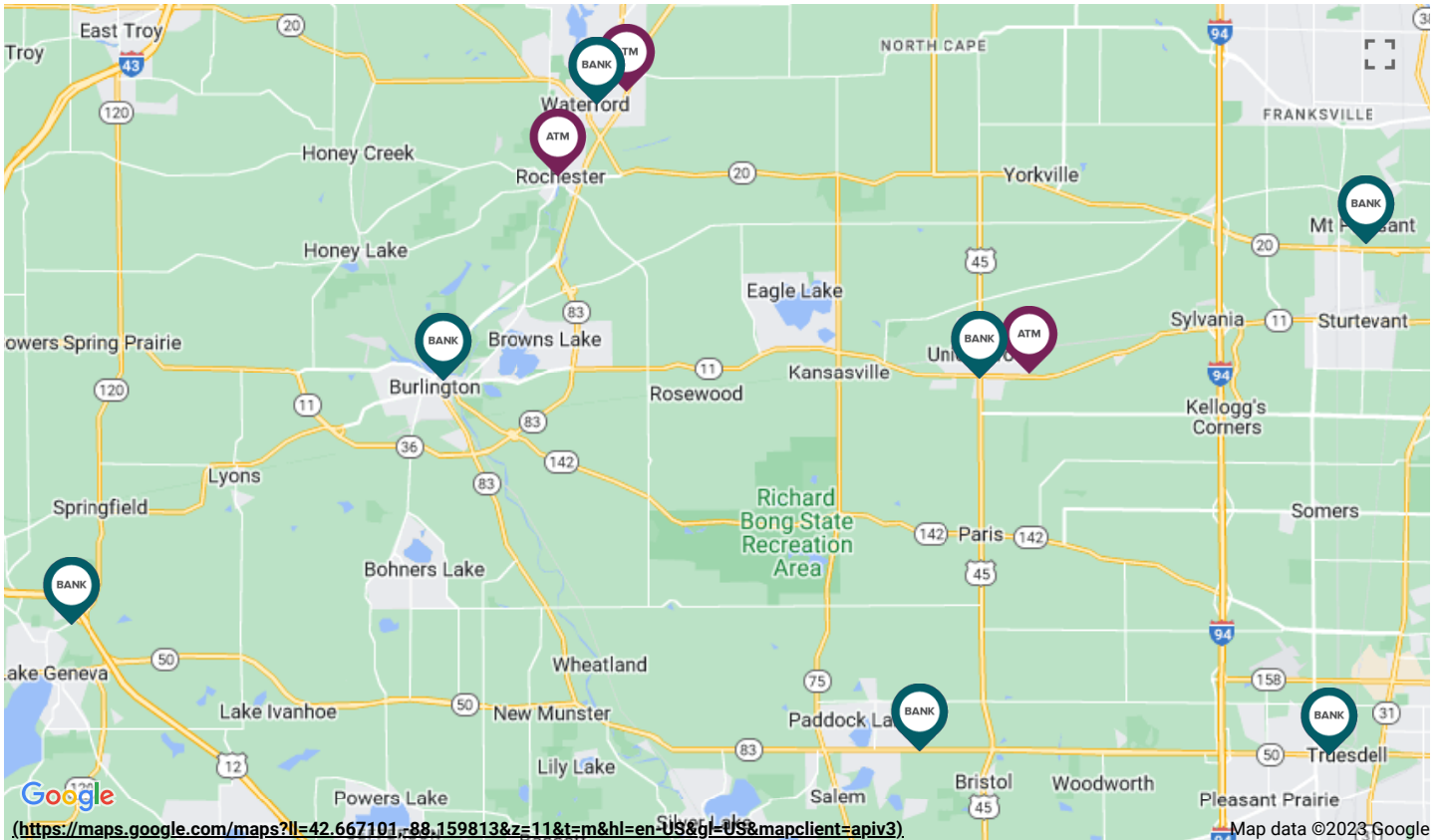
**BRANCH LOCATIONS AND HOURS**  
**ATM LOCATIONS**

### Merry Christmas & Happy New Year!

Our offices will be closed on Christmas Day - Monday, Dec. 25th and on New Year's Day - Monday, Jan. 1st, 2024. We wish you a very Merry Christmas and a Happy New Year!



## LOCATIONS & HOURS



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OFFICE LOCATIONS

[Burlington](#) > [\(burlington-wi.html\)](#)

Street Address

308 Bridge Street

[View Map and Get Directions \(https://maps.google.com/?q=308+Bridge+Street+Burlington%2C+WI+53105\)](https://maps.google.com/?q=308+Bridge+Street+Burlington%2C+WI+53105)

*24-Hour ATM Access Available*

Contact Information

Mailing Address

308 Bridge Street  
Burlington, WI 53105

Online

[Contact Us \(/support.html\)](#)

Branch Phone

[\(262\) 767-9000](#)

Lobby Hours

Mon–Fri	9:00 am - 5:00 pm
Sat	Drive Up Only

Drive Up Hours

Mon–Fri	9:00 am - 5:00 pm
Sat	9:00 am - 12:00 pm

**[Kenosha >\\_\(kenosha-wi.html\)](#)****Street Address**

8304 75th Street

**[View Map and Get Directions \(https://maps.google.com/?q=8304+75th+Street+Kenosha%2C+WI+53142\)](https://maps.google.com/?q=8304+75th+Street+Kenosha%2C+WI+53142)***24-Hour ATM Access Available***Contact Information****Mailing Address**8304 75th Street  
Kenosha, WI 53142**Online****[Contact Us \(/support.html\)](#)****Branch Phone****(262) 864-2350****Lobby Hours**

Mon–Fri 9:00 am - 5:00 pm

**Drive Up Hours**

Mon–Fri 9:00 am - 5:00 pm

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**[Lake Geneva >\\_\(lake-geneva-wi.html\)](#)****Street Address**

200 Interchange North

**[View Map and Get Directions \(https://maps.google.com/?q=200+Interchange+North+Lake+Geneva%2C+WI+53147\)](https://maps.google.com/?q=200+Interchange+North+Lake+Geneva%2C+WI+53147)***24-Hour ATM Access Available***Contact Information****Mailing Address**200 Interchange North  
Lake Geneva, WI 53147**Online****[Contact Us \(/support.html\)](#)****Branch Phone**



**(262) 812-8038****Lobby Hours**

Mon–Fri 9:00 am - 5:00 pm  
Sat Closed

**Drive Up Hours**

Mon–Fri 9:00 am - 5:00 pm  
Sat Closed

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**Mt. Pleasant** > **(mount-pleasant-wi.html)****Street Address**

8930 Washington Avenue

**[View Map and Get Directions \(https://maps.google.com/?q=8930+Washington+Avenue+Racine%2C+WI+53406\)](https://maps.google.com/?q=8930+Washington+Avenue+Racine%2C+WI+53406)***24-Hour ATM Access Available***Contact Information****Mailing Address**8930 Washington Avenue  
Racine, WI 53406**Online****[Contact Us \(/support.html\)](/support.html)****Branch Phone****(262) 886-2200****Lobby Hours**

Mon–Fri 9:00 am - 5:00 pm  
Sat Drive Up Only

**Drive Up Hours**

Mon–Fri 9:00 am - 5:00 pm  
Sat 9:00 am - 12:00 pm

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**Paddock Lake** > **(paddock-lake-wi.html)****Street Address**

25360 75th Street

**[View Map and Get Directions \(https://maps.google.com/?q=25360+75th+Street+Salem%2C+WI+53168\)](https://maps.google.com/?q=25360+75th+Street+Salem%2C+WI+53168)**

*24-Hour ATM Access Available*

## Contact Information

### Mailing Address

PO Box 129  
Salem, WI 53168

### Online

**[Contact Us \(/support.html\)](/support.html)**

### Branch Phone

**(262) 843-9400**

### Lobby Hours

Mon–Fri	9:00 am - 5:00 pm
Sat	Drive Up Only

### Drive Up Hours

Mon–Fri	9:00 am - 5:00 pm
Sat	9:00 am - 12:00 pm

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## **[Union Grove > \(union-grove-wi.html\)](#)**

### Street Address

1500 Main Street

**[View Map and Get Directions \(https://maps.google.com/?q=1500+Main+Street+Union+Grove%2C+WI+53182\)](https://maps.google.com/?q=1500+Main+Street+Union+Grove%2C+WI+53182)**

*24-Hour ATM Access Available*

## Contact Information

### Mailing Address

1500 Main Street  
Union Grove, WI 53182

### Online

**[Contact Us \(/support.html\)](/support.html)**

### Branch Phone

**(262) 78-3763**

## Lobby Hours

Mon–Fri 9:00 am - 5:00 pm  
Sat Drive Up Only

## Drive Up Hours

Mon–Fri 9:00 am - 5:00 pm  
Sat 9:00 am - 12:00 pm

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## Waterford

### Street Address

500 East Main Street, Suite 100

**[View Map and Get Directions \(https://maps.google.com/?q=500+East+Main+Street%2C+Suite+100+Waterford%2C+WI+53185\)](https://maps.google.com/?q=500+East+Main+Street%2C+Suite+100+Waterford%2C+WI+53185)**

*24-Hour ATM Access Available*

### Contact Information

#### Mailing Address

500 East Main Street, Suite 100  
Waterford, WI 53185

#### Online

**[Contact Us \(/support.html\)](/support.html)**

#### Branch Phone

**(262) 514-2200**

## Lobby Hours

Mon–Fri 9:00 am - 5:00 pm  
Sat Drive Up Only

## Drive Up Hours

Mon–Fri 9:00 am - 5:00 pm  
Sat 9:00 am - 12:00 pm

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## ATM LOCATIONS

### Waterford



Burlington

**[308 Bridge Street \(https://maps.google.com/?q=308+Bridge+Street+Burlington%2C+WI+53105\)](https://maps.google.com/?q=308+Bridge+Street+Burlington%2C+WI+53105)**

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## **Kenosha**

Kenosha

**[8304 75th Street \(https://maps.google.com/?q=8304+75th+Street+Kenosha%2C+WI+53142\)](https://maps.google.com/?q=8304+75th+Street+Kenosha%2C+WI+53142)**

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## **Lake Geneva**

Lake Geneva

**[200 Interchange North \(https://maps.google.com/?q=200+Interchange+North+Lake+Geneva%2C+WI+53147\)](https://maps.google.com/?q=200+Interchange+North+Lake+Geneva%2C+WI+53147)**

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## **Racine**

Mt. Pleasant

**[8930 Washington Avenue \(https://maps.google.com/?q=8930+Washington+Avenue+Racine%2C+WI+53406\)](https://maps.google.com/?q=8930+Washington+Avenue+Racine%2C+WI+53406)**

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## **Rochester**

Rochester

**[201 West Main Street \(https://maps.google.com/?q=201+West+Main+Street+Rochester%2C+WI+53167\)](https://maps.google.com/?q=201+West+Main+Street+Rochester%2C+WI+53167)**

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## **Salem**

Paddock Lake

**[25360 75th Street \(https://maps.google.com/?q=25360+75th+Street+Salem%2C+WI+53168\)](https://maps.google.com/?q=25360+75th+Street+Salem%2C+WI+53168)**

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## **Union Grove**

'  
Grove

**[1500 Main Street \(https://maps.google.com/?q=1500+Main+Street+Union+Grove%2C+WI+53182\)](https://maps.google.com/?q=1500+Main+Street+Union+Grove%2C+WI+53182)**

Union Grove - Piggly Wiggly

**[4400 67th Drive \(https://maps.google.com/?q=4400+67th+Drive+Union+Grove%2C+WI+53182\)](https://maps.google.com/?q=4400+67th+Drive+Union+Grove%2C+WI+53182)**

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## Waterford

Waterford

**[810 Fox Lane \(https://maps.google.com/?q=810+Fox+Lane+Waterford%2C+WI+53185\)](https://maps.google.com/?q=810+Fox+Lane+Waterford%2C+WI+53185)**

Waterford (New Office Location)

**[500 East Main Street \(https://maps.google.com/?q=500+East+Main+Street+Waterford%2C+WI+53185\)](https://maps.google.com/?q=500+East+Main+Street+Waterford%2C+WI+53185)**

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(262) 878-3763

Routing #: 075907002



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**Community State Bank Branch Locations**

<b>Location</b>	<b>Census Tract</b>	<b>Income Level</b>
Main Office 1500 Main Street Union Grove, WI 53182	18.01	Middle
Mt Pleasant Branch 8930 Washington Avenue Racine, WI 53406	17.03	Upper
Paddock Lake Branch 25360 75 <sup>th</sup> St Salem, WI 53168	29.05	Middle
Waterford Branch 500 E Main St Waterford, WI 53185	27.01	Upper
Burlington Branch 308 Bridge Street Burlington, WI 53105	24.02	Middle
Lake Geneva 200 Interchange North Lake Geneva, WI 53147	15.02	Middle
Kenosha Branch 8304 75 <sup>th</sup> Street Kenosha, WI 53142	26.01	Middle



## **Branch Openings/Closings**

There were no branch openings or closing in 2021 and 2022.

Waterford branch located at 810 Fox Lane, Waterford, WI 53185 was closed on 10/31/2023.

Waterford branch located at 500 E Main St, Waterford, WI 53185 was opened on  
11/01/2023.

No other branch openings/closings occurred in 2023.

## Products and Services




## CSB SIMPLE SAVING OPTIONS

# SIMPLE Savings

Whether you are saving for a new bike, for college or your vacation cottage on the lake, CSB has a savings option that's right for you.

**No Monthly Fee<sup>1</sup> with one (1) of the following...**



\$200 min.  
Daily Balance

(or)



18 years of age  
or younger

### Benefits

- Earn interest on your deposits<sup>2</sup>
- Free CSB Simple Banking App w/Mobile Deposit
- Free Online Banking
- Free Dial Direct - 24 Hr. Bank by Phone access
- Free eStatement

ACCOUNT DETAILS	
<b>Minimum Balance to Open</b>	No minimum balance to open
<b>Requirements</b>	<ul style="list-style-type: none"> <li>• Minimum daily balance of \$200.00 (or)</li> <li>• Individuals age 18 or younger</li> </ul>
<b>Account Rule(s)</b>	<ul style="list-style-type: none"> <li>• 4 debits allowed per month</li> </ul>
<b>Account Fees</b> (with qualifying requirements)	<ul style="list-style-type: none"> <li>• \$1.00 for each debit in excess of 4 per month</li> </ul>
<b>Account Fees</b> (without qualifying requirements)	<ul style="list-style-type: none"> <li>• \$3.00 per month maintenance fee</li> <li>• \$1.00 for each debit in excess of 4 per month</li> <li>• No interest earned (per day)</li> </ul>
<b>eStatement</b>	FREE <sup>3</sup>
<p><sup>1</sup>You must meet one of the two requirements listed above to qualify for no Monthly Maintenance Fee. If you do not meet one of the two requirements above a \$3.00 Monthly Maintenance Fee will be charged to your account. <sup>2</sup>If the minimum daily balance is not met, the account earns no interest. <sup>3</sup>If you do not wish to receive your statement electronically, you will be charged a monthly \$5.00 Paper Statement Fee.</p>	

# SIMPLE Money Market

**No Monthly Fee<sup>1</sup> with the following...**



\$2,500 min.  
Daily Balance

### Benefits

- Earn interest on your deposits<sup>2</sup>
- Free CSB Simple Banking App w/Mobile Deposit
- Free Online Banking
- Free Dial Direct - 24 Hr. Bank by Phone access
- Free eStatement

ACCOUNT DETAILS	
<b>Minimum Balance to Open</b>	\$2500.00
<b>Interest Tiers</b>	\$0.00 - \$2500.00
(current rates available upon request)	\$2500.00 - \$10,000.00
(current rates available upon request)	\$10,000.01 - \$25,000.00
(current rates available upon request)	\$25,000.01 - \$50,000.00
(current rates available upon request)	\$50,000.01 - \$100,000.00
(current rates available upon request)	\$100,000.01 and above
<b>Account Fees</b> (with qualifying requirements)	<ul style="list-style-type: none"> <li>• Unlimited withdrawals through over-the-counter service</li> </ul>
<b>Account Fees</b> (without qualifying requirements)	<ul style="list-style-type: none"> <li>• \$15.00 per month maintenance fee</li> <li>• No interest earned (per day)</li> </ul>
<b>eStatement</b>	FREE <sup>3</sup>
<p><sup>1</sup>You must maintain a minimum daily balance of \$2500 to qualify for no Monthly Maintenance Fee. <sup>2</sup>If the minimum daily balance is not met, the account earns no interest. <sup>3</sup>If you do not wish to receive your statement electronically, you will be charged a monthly \$5.00 Paper Statement Fee.</p>	



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Universal Banker at any Community State Bank location. 8.11.2020





# Find a Checking Account that's **SIMPLE** to Use.



Do you keep a balance of or more and would like to earn interest on your deposits



## **SIMPLE** Checking with Interest

Earn a competitive rate of interest while enjoying the simple checking account with simple to use features.

- No minimum to open.
- Pays a competitive rate for balances of or more.
- Only 7. per month if daily balance falls below .
- FREE eStatements with check images.

OR ✓



Do you need a flexible account with no minimum balances and no monthly maintenance fees



## **SIMPLE** Checking

Simple to open simple to use.

- No minimum balance.
- No monthly maintenance fee.
- No minimum to open
- FREE eStatements with check images.

OR ✓



Are any of the account owners age years or better



## **SIMPLE** Harvest Club Checking

Simple Checking with lots of extras

- Harvest Club membership includes discounts on travel a newsletter and exclusive member only events
- FREE basic checks box per order per year.
- FREE eStatements with check images.

## Your new Checking Account includes these convenient products services

- FREE Online Banking
- FREE Instant Issued Debit Card
- FREE Transactions at CSB ATMs
- FREE 24/7 Banking at CSB Smart ATMs
- FREE CSB Simple Banking Mobile App
- FREE Mobile Debit Card Management
- FREE Mobile Deposit
- FREE Mobile Alerts
- FREE Online Live Chat
- FREE 24/7 Bank by Phone
- Unlimited Bill Pay
- Unlimited Check Writing

## But wait there's more.



### Turn In Your Old Checks

Give us your unused checks from your old financial institution and we'll buy them back for .



### FREE Give A Gift

Choose your FREE gift or donate your FREE gift to a person in need .

## Ask about our Overdraft Protection.



NOTICE For a detailed list of account features and service fees including funds availability account balance requirements and current annual percentage yield (APY) please contact a Universal Banker at any Community State Bank location. If you do not wish to receive your statement electronically you will be charged a monthly . Paper Statement Fee. Check Buy Back will be deposited into customer account and limited to one per household. Free gift limited to one per household.





## ADDITIONAL ACCOUNT & SERVICE FEES

### COIN & CURRENCY FEES

Coin Counting Fee (Customer)	FREE
Coin Counting Fee (Non-customer)	10% of coin value
Coin Roll Fee	\$.10 per roll
Cash Strap Fee	\$1.00 per strap

### DEPOSIT ACCOUNT SERVICE FEES

Early Account Closing Fee (within 90 days of opening)	\$20.00
Checking Account Re-opening Fee (within 30 days of closing)	\$5.00
Savings Account Re-opening Fee	\$5.00

### FOREIGN FEES

Foreign Currency Order Fee	\$20.00
Foreign Currency Collection Fee	\$20.00 + postage
Foreign Check Collection Fee	\$20.00 per item

### MISCELLANEOUS FEES

Telephone Transfer Fee	\$8.00
Tax Levy Processing Fee	\$50.00
Garnishment Processing Fee	\$50.00
BillPay Check Copy Fee	\$5.00 per check
Cashier's Check or Money Order Copy Fee	\$5.00 per check
Duplicate Motor Vehicle Lien Release Fee	\$5.00
Domestic Fax	\$1.00 per page
International Fax	\$2.00 per page
Photocopies	\$0.25 per page
Image Statement Fee	\$5.00 per month
Check Cashing Fee (Non-Customer)	\$5 min - \$20 max
Online Banking Password Reset	\$5.00

### NIGHT DEPOSIT

Key Replacement Fee	\$10.00
Locked Bag	\$30.00
Zipper Bag	\$7.00

### PAYMENT PRODUCT FEES

Cashier's Check	\$5.00 per check
Counter Check	\$.50 per check

### RESEARCH & RECONCILIATION FEES

Research Fee (without statement copies)	\$30.00 per hour
Reconciliation / Checkbook Balancing	\$30.00 per hour
Statement Copy	\$5.00 per statement

### RETURNED ITEMS | OVERDRAFTS | STOP PAYMENT FEES

Returned Item Fee, Insufficient Funds	\$38.00 per item
Continuous Overdraft Fee (after 5 business days)	\$10.00 per day
Overdraft Protection Transfer Fee	\$10.00
Overdraft Paid Fee	\$38.00 per item
Stop Payment Fee (Check or ACH)	\$30.00 per item
Returned Deposit Item Fee	\$15.00 per item

### CSB DEBIT CARD | ATM CARD FEES

Card Replacement Fee	\$5.00 per item
Rush Card Replacement Fee w/PIN	Call for quote
Transactions on Non-Network ATMs	FREE

### WIRE TRANSFER FEES

Incoming Domestic Wire Transfer Fee	\$20.00
Outgoing Domestic Wire Transfer Fee	\$25.00
Incoming International Wire Transfer Fee	\$40.00
Outgoing International Wire Transfer Fee	\$50.00



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Universal Banker at any Community State Bank location. 04.01.2022

**FACTS****WHAT DOES COMMUNITY STATE BANK OF UNION GROVE DO WITH YOUR PERSONAL INFORMATION?****Why?**

Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires us to tell you how we collect, share, and protect your personal information. Please read this notice carefully to understand what we do.

**What?**

The types of personal information we collect and share depend on the product or service you have with us. This information can include:

- Social Security number and income
- Account balances and payment history
- Credit history and credit score

When you are *no longer* our customer, we continue to share your information as described in this notice.

**How?**

All financial companies need to share customers' personal information to run their everyday business. In the section below, we list the reasons financial companies can share their customers' personal information; the reasons Community State Bank of Union Grove chooses to share; and whether you can limit this sharing.

Reasons we can share your personal information	Does Community State Bank share?	Can you limit this sharing?
<b>For our everyday business purposes—</b> such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus	Yes	No
<b>For our marketing purposes—</b> to offer our products and services to you	No	We don't share.
<b>For joint marketing with other financial companies</b>	No	We don't share.
<b>For our affiliates' everyday business purposes—</b> information about your transactions and experiences	No	We don't share.
<b>For our affiliates' everyday business purposes—</b> information about your creditworthiness	No	We don't share.
<b>For our affiliates to market to you</b>	No	We don't share.
<b>For nonaffiliates to market to you</b>	No	We don't share.

**Questions?**

Call (262) 878-3763 or go to: [www.CSB.bank](http://www.CSB.bank)



## Who we are

### Who is providing this notice?

Community State Bank of Union Grove  
1500 Main Street, Union Grove, WI 53182

## What we do

### How does Community State Bank protect my personal information?

To protect your personal information from unauthorized access and use, we use security measures that comply with federal law. These measures include computer safeguards and secured files and buildings.

### How does Community State Bank collect my personal information?

We collect your personal information, for example, when you

- Open an account or deposit money
- Pay your bills or apply for a loan
- Use your credit or debit card

We also collect your personal information from others, such as credit bureaus, affiliates, or other companies.

### Why can't I limit all sharing?

Federal law gives you the right to limit only

- Sharing for affiliates' everyday business purposes—information about your creditworthiness
- Affiliates from using your information to market to you
- Sharing for nonaffiliates to market to you

State laws and individual companies may give you additional rights to limit sharing.

## Definitions

### Affiliates

Companies related by common ownership or control. They can be financial and nonfinancial companies.

- *Community State Bank of Union Grove does not share with affiliates.*

### Nonaffiliates

Companies not related by common ownership or control. They can be financial and nonfinancial companies.

- *Community State Bank of Union Grove does not share with non-affiliates so they can market to you.*

### Joint marketing

A formal agreement between nonaffiliated financial companies that together market financial products or services to you.

- *Community State Bank of Union Grove doesn't jointly market.*

## Other important information



## POSITIVE PAY



### Help Protect Your Business From Fraud with **Positive Pay**

Positive Pay is a service from Community State Bank that helps protect your business from fraud, letting you easily detect counterfeit and fraudulent checks.

#### How does Positive Pay work?

With this service, you submit an electronic file detailing the checks your business issues. When each check is presented for payment, the Positive Pay system electronically compares it to the information in your file. Any discrepancies are flagged and reported through a special email alert and reviewable through CSB Business Online Banking.

This double verification method helps protect customers against some of the most common check fraud schemes. This process helps to ensure the customer's records match the actual checks before issuing final payment, giving businesses a chance to intercept a fraudulently written check before it impacts their account.

#### Security and Fraud Protection

The entire Community State Bank branch network is part of Positive Pay's protection. Any checks presented to the teller in a branch are compared to your company's issued check file.

#### Benefits

- Minimize the potential of fraudulent check activity
- Scans for paid checks that do not have a matching issue
- Scans for fields that do not match the issue file
- Scans for duplicate checks
- Customers will receive an e-mail alert of unauthorized transactions
- Customer can return unauthorized transaction
- Suspect items are available by 7:00 a.m. CST.
- Images of suspect items are available via CSB Business Online Banking.
- Issued check information is updated to branch network on a real-time basis.

#### Branch Network Protection

The entire Community State Bank branch network is part of Positive Pay's protection. Any checks presented at a CSB branch are compared to your company's issued check file.



**Positive Pay Users upload check issue files through CSB Business Online Banking.**



**CSB compares issued check information to presented items.**



**In the event an exception is presented, the Positive Pay customer is notified via email.**



**Users can approve or deny payments by logging into CSB Business Online Banking.**

#### A Team to Help Your Business Grow

The Community State Bank Cash Management Team has solutions to help you run your business more efficiently, more profitably and with more management control. When it comes to informative reporting, collections of receivables, disbursements, and the incorporation of banking technology, CSB's Cash Management Team can help you get ahead of the competition and concentrate on what you do best; running and growing your business. ([cm@csb.bank](mailto:cm@csb.bank))



\*NOTICE: For a complete list of product details and fees, please contact the CSB Cash Management Team (262) 878-3763. rev. 11/18/2020

# MUNICIPAL DEPOSIT ACCOUNTS

CUSTOMIZED BANKING SERVICE



## SERVING THE COMMUNITIES WE LIVE IN...

As a community leader we understand how important the relationships we build with our customers are. We understand that our success is dependent on the success of our communities. Our personal, customized approach to financial solutions has made an impact in every community we serve.

We currently cater to 30 local municipalities and we understand each one is unique. Every CSB customer has different needs; and every customer has different goals. Our job is to make sure we understand those objectives, and present our customers with the most appropriate options to help them succeed.

### eBUSINESS BANKING

eBusiness Banking from Community State Bank allows businesses to access their accounts online. Whether you need to quickly transfer funds, access account information, initiate a wire transfer, issue a stop payment, or streamline your payroll process, eBusiness Banking is the answer. Our goal is to make your banking simple and efficient.

### BILLPAY+BUSINESS

Billpay+Business eliminates the hassle and frustration of writing checks and allows you to pay your bills with just a click of a button. BillPay+Business gives you the freedom to customize when and how you pay your bills. It saves you money, and most importantly, time.

### ADDITIONAL BENEFITS

Community State Bank currently waives all Wire Transfer and Stop Payment fees for our municipal partners. We understand that your focus and ours are the same, serving our community.



## CHOOSING A LOCAL COMMUNITY BANK

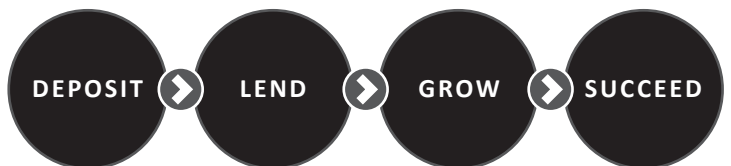
Deposits made at Community State Bank are used for local business and farm loans, maintaining lines of credit, financing home construction and funding many other activities that create jobs and contribute to the prosperity of the surrounding community.

### MUNICIPAL CHECKING

<b>Minimum Balance to Open</b>	\$100.00
<b>Requirements</b>	<ul style="list-style-type: none"><li>NONE</li></ul>
<b>Benefits</b>	<ul style="list-style-type: none"><li>eBusiness Banking available</li><li>BillPay+Business available</li><li>Cash Management Options available</li><li>Visa Business Check Card available</li><li>Free 24/7 access to over 600 ATMs (ATM Access Network)</li><li>Free Dial Direct - 24 hr. Bank by Phone access</li></ul>

### MUNICIPAL MONEY MARKET ACCOUNT

<b>Minimum Balance to Open</b>	\$5,000.00
<b>Requirements</b>	<ul style="list-style-type: none"><li>Minimum daily balance of \$5,000.00 (or)</li><li>Minimum average monthly balance of \$7,500.00</li></ul>
<b>Account Details</b>	<ul style="list-style-type: none"><li>6 pre-authorized transfers allowed per month (<i>Federal Regulations limit this account to 6 pre-authorized, phone or internet transfers per month.</i>)</li><li>Minimum withdrawal amount of \$100.00</li><li>Interest rates are based on the following balances:<ol style="list-style-type: none"><li>Balances less than \$24,999 = .10% APY</li><li>\$25,000 - \$49,999.99 = .15% APY</li><li>\$50,000 &amp; Above = .25% APY</li></ol></li></ul>
<b>Account Fees</b> (with qualifying requirements)	<ul style="list-style-type: none"><li>\$5.00 for each pre-authorized transfer in excess of 6 per month</li><li>Unlimited withdrawals through over-the-counter service</li></ul>
<b>Account Fees</b> (without qualifying requirements)	<ul style="list-style-type: none"><li>\$15.00 per month maintenance fee</li><li>\$5.00 for each pre-authorized transfer in excess of 6 per month</li><li>No interest earned (per day)</li></ul>



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Customer Service Representative at any Community State Bank location.06.02.15



## MUNICIPAL ACCOUNT & SERVICE FEES

ONLINE SERVICE FEES	
Online Banking / Account Access	FREE
Online Banking Password Reset	FREE
Electronic E-Statements	FREE

BILLPAY+BUSINESS FEES	
Application Setup Fee	\$15.95 (one-time fee)
Transaction Fee (up to 10 transactions per month)	NO CHARGE
Transaction Fee (in excess of 10 per month)	\$0.75 per transaction
Inactivity Fee (60 consecutive days)	\$5.95 per month

WIRE TRANSFER FEES	
Incoming Domestic Wire Transfer Fee	\$20.00
Outgoing Domestic Wire Transfer Fee	\$25.00
***At this time, Community State Bank does not charge municipalities this fee.	

ACCOUNT MAINTENANCE	
General Bank Maintenance Fees	NONE

ACH	
Monthly Maintenance Fee	NONE
ACH Credits Received	NONE
ACH Debits Received	NONE
ACH Transmission	\$5.00
ACH Origination	NONE
ACH Filter Maintenance	N/A

NIGHT DEPOSIT	
Night Deposit Available?	YES

SAFETY DEPOSIT BOX	
Variety of Sizes Available	Cost Varies

SWEEP ACCOUNT	
Is a Sweep Account available?	YES
Monthly Zero Balance Sweep Fee	\$25.00
***Zero Balance Sweep is available, not a "Repurchase Sweep".	

CASH DEPOSIT PROCESSING	
Cash Deposits Made at the Bank	NONE
Coin Deposits Made at the Bank	NONE
Returned Deposited Item Fee	\$10.00 per item
Deposit (check) Re-Deposit Fee	NONE
Deposit Tickets/ Forms	NONE
Cash and Coin Wrappers	NONE
Endorsement Stamps	\$20.00

POSITIVE PAY	
Positive Pay Monthly Maintenance Fee	\$25.00
Positive Pay Per Item Fee	NONE
Positive Pay Exceptions	NONE

STOP PAYMENT FEE	
Check Stop Payment Fee	\$30.00
***At this time, Community State Bank does not charge municipalities this fee.	

DIRECT DEPOSIT (PAYROLL)	
Prenotes Required? (Yes/ No)	YES
Notification of Prenotes that Fail? (Yes/ No)	YES
Number of Days Payroll File is Due Prior to Effective Date	2
Fees Associated with Direct Deposit	NONE
***As reported above, each ACH file is \$5 (no per item fee).	

DEPOSIT SERVICES	
Remote Capture Set up Fee	NONE
Remote Capture Monthly Fee	\$60.00
Remote Capture Maintenance Fee	NONE
Remote Capture Per Item Deposited	NONE



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Customer Service Representative at any Community State Bank location. 07.07.15

# BUSINESS MANAGER

## ACCOUNTS RECEIVABLE FINANCING & MANAGEMENT



### BUSINESS MANAGER

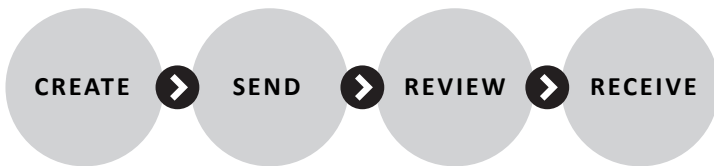
Business Manager is a complete, web-based system that allows you to get cash for your receivables on a daily basis by selling them to Community State Bank. The bank sends monthly statements on your behalf, and we provide you with detailed management reports outlining critical information about your business and receivables.

Business Manager effectively puts your business on an all-cash basis, enabling you to take advantage of suppliers' early payment discounts, increase sales, redirect staff time, and even offer convenient payment terms to your customers. You save time and money traditionally spent on receivables management, and you get to focus on building your business.

### HOW DOES IT WORK?

As your business sells products or services to customers, you submit those invoices to the bank. Community State Bank purchases the invoices within 24 hours, your business then has these funds to use to make payroll, buy equipment, and facilitate future growth.

### BUSINESS MANAGER FUNDING PROCESS



#### ACTIVITY

Account debtors purchase products or services from business.

Sales are created in business's accounting software.

Business's customers receive copy of invoice.

#### RECEIVABLES

Business's send daily receivables file electronically to the bank for review and funding.

#### CREDIT APPROVAL

Bank receives daily receivables file electronically.

Bank reviews and purchases business's daily accounts receivable.

#### DAILY FUNDING

Bank receives service charge fee.

Bank places a portion of funding in business's reserve account.

Business receives daily funding in operating account.



### BENEFITS

#### IMPROVE CASH FLOW

You receive cash for all existing and ongoing receivables. The Business Manager program essentially puts you on an all-cash basis with your customers enabling you to:

- Pursue new business opportunities
- Take advantage of early payment discounts from suppliers
- Make payroll
- Remit payables in a timely manner
- Take advantage of quantity buying discounts

#### IMPROVE MANAGEMENT

Business Manager gives you detailed reports that can dramatically improve the management and tracking of account receivables.

#### SAVE TIME & MONEY

You can stop spending time managing debt and start concentrating on increasing sales and growing your business. Since Business Manager is completely web-based, you avoid having to make an extra trip to the bank.

#### IMPROVE COLLECTIONS

You can choose to use Community State Bank's presence on statements, which often improves collections or we can remain invisible to your customers.

### IS IT RIGHT FOR YOU?

The only way to find out if Business Manager is right for your business is to sit down and discuss it with one of our lenders and our Business Manager specialist. To learn more about the Business Manager program please contact us at 262.878.3763 or contact a Commercial Lender at one of our branch locations.



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Customer Service Representative at any Community State Bank location. 06.27.17

# A **Business** Checking Account to fit Your Needs.



## Does your business have unique needs?

(Examples: Self Owned ATM, Check Cashing, High Cash & Coin Volume)



### Cash Management

Custom solutions for your unique business.

Our community banking experts will design a customized solution that fits you and your business banking needs.

OR ▼



## Do you keep a balance of \$25,000 or more, and would like to earn interest on your deposits?



### Business Checking with Interest

Save time and earn money with this simple-to use, interest bearing business checking account.

- 5000 transactions (debits/credits) per month - FREE!
- No minimum to open.
- Pays competitive rate for balances of \$25,000 or more.
- Only \$15 per month if daily balance falls below \$25,000.

OR ▼



## Do you need a flexible account with no minimum balances and no monthly maintenance fees?



### Business Checking

A simple and easy-to-use account that's perfect for almost any sized business or non-profit organization.

- 5,000 transaction (debits/credits) per month - FREE!
- No minimum to open.
- No minimum balance required.
- No monthly maintenance fee.

## Your new Checking Account includes these convenient products & services:

- FREE Business Online Banking
- FREE Instant Issued Debit Card(s)
- FREE Transactions at CSB ATMs
- FREE 24/7 Banking at CSB Smart ATMs
- FREE CSB Simple Banking for Business App
- FREE Mobile Deposit
- FREE eStatements with Check Images
- FREE Expert Cash Management Review
- FREE Online Live Chat
- Unlimited Bill Pay
- FREE Starter Checks

## But wait... there's more.



### Turn-In Your Old Checks!

Give us your unused checks from your old financial institution and we'll buy them back for \$10\*.



### FREE Give A Gift

Choose your FREE gift or donate your FREE gift to a person in need\*.

## Ask about our Overdraft Protection.



NOTICE: For a detailed list of account features and service fees including: funds availability, account balance requirements, and current annual percentage yield (APY), please contact a Universal Banker at any Community State Bank location. If you do not wish to receive your statement electronically, you will be charged a monthly \$5.00 Paper Statement Fee. \*Check Buy Back will be deposited into customer account and limited to one per business. Free Gift limited to one per business.





## BUSINESS ACCOUNT & SERVICE FEES

ONLINE SERVICES	
Online Banking - Per Account	NO CHARGE
Online Banking - Per User	NO CHARGE
Electronic E-Statements	NO CHARGE
Online Wire Transfer Access	NO CHARGE
Bill Pay Fee	NO CHARGE
Replacement Token	\$35.00
<b>Business Online Users Must Login at Least Every 180 Days</b>	

POSITIVE PAY	
Positive Pay Base Fee	\$25.00 per month
Positive Pay Exceptions	\$10.00 per item
ACH Positive Pay Base Fee	\$25.00 per month
ACH Positive Pay Exceptions	\$10.00 per item
Positive Pay & ACH Positive Pay Bundled	\$35.00 per month

REMOTE DEPOSIT CAPTURE (RDC)	
RDC Base Fee	\$60.00 per month
Per Deposit	NO CHARGE
Per Item	NO CHARGE
Scanner	Varies

MOBILE BANKING	
Mobile Banking Base Fee	NO CHARGE
Mobile Deposit Base Fee	NO CHARGE
Mobile Deposit Item Fee	NO CHARGE
Mobile Banking Limit Exception Fee	\$10.00 per month
<b>Standard Mobile Deposit Limits are \$2,500.00 per item or \$5,000.00 daily</b>	

WIRE TRANSFER FEES	
Domestic - Incoming Wire Transfer Fee	\$20.00
Domestic - Outgoing Wire Transfer Fee	\$25.00
International - Incoming Wire Transfer Fee	\$40.00
International - Outgoing Wire Transfer Fee	\$50.00

SWEEP ACCOUNT	
Line of Credit Sweep	\$200.00
Zero Balance Sweep Fee	\$25.00
Overdraft Protection	\$25.00
Investment Sweep (Monthly Charge)	\$100.00

MISCELLANEOUS	
Paper Statements	\$5.00
Stop Payment	\$30.00
Returned Deposited Item Fee	\$15.00 per item
Returned Item Fee, Insufficient Funds	\$38.00 per item
Overdraft Paid Fee	\$38.00 per item
Foreign Check Collection Fee	\$20.00 per item
Foreign Currency Order or Exchange	\$20.00
Hemp Customer	\$150.00 annually

ACH ORIGATION	
ACH Origination Base Fee	NO CHARGE
Per ACH File	\$5.00
Per Item (over 50)	\$0.10
Return Item	\$10.00 per item
Reversal	\$5.00 per item
Same Day ACH File	\$25.00
1st NOC (Notice of Change)	NO CHARGE
2nd NOC (Notice of Change)	\$10.00
3rd NOC (Notice of Change)	\$20.00

ACCOUNT ANALYSIS	
<b>DEBITS</b>	
Per 1,000 of Cash Deposited	\$1.00 per \$1,000.00
Per Check Deposited	\$0.05
Per Check Cleared	\$0.15
ATM Owner Fee	\$60.00 per month
Check Casher - Annual Review	\$50.00 per month
Check Casher - Semi-Annual Review	\$100.00 per month
Check Casher - Quarterly Review	\$120.00 per month
Money Service Business	\$50.00
Coin Roll	\$.15 per roll
<b>CREDITS</b>	
Monthly Loan Interest Received	\$0.15
Per \$1,000.00 in Persoanl Loans	\$1.00
ECR - Available Balance Business Checking	0.15%
ECR - Available Balance Personal Checking	0.15%



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Customer Service Representative at any Community State Bank location. 06.13.2022



## Help Protect Your Business From Fraud with **ACH Positive Pay**

Reduce the risk of fraudulent ACH transaction activity by using CSB's ACH Positive Pay service. With ACH Positive Pay, you can review incoming debits and return them before they are deducted from your account.

### How does ACH Positive Pay work?

Your business sets up a list of approved vendors that are paid automatically, along with expiration dates and filters that cap the amount of money that can be paid to any one vendor. Any electronic transaction that occurs outside of these boundaries generates an alert so you can decide whether it is legitimate and then approve or deny the transaction.

### Security and Fraud Control

With instant online access to ACH Positive Pay, you can quickly set up debit filters for each of your vendors for acceptable ACH payment amounts drafting against your CSB business account. Incoming payment drafts (debits) within the acceptable amount ranges are paid and can be tracked on current day detail reporting. Authorized users can review payments which exceed the acceptable amount ranges and make payment decisions, and also set up alerts for ACH Positive Pay exceptions.

### Internal Control Support

Separate the roles of debit filter administration and maintenance from pay or return payment decisions through ACH Positive Pay. The partitioning of roles supports your internal control policy for separation of duties.

### Flexible Notifications

Exception notifications may be sent to multiple email addresses.



**ACH Positive Pay Users set specific limits and guidelines for their ACH payments.**



**All ACH files are checked and verified against the custom limits and guidelines the business has approved.**



**ACH Positive Pay users are alerted via email if a payment falls outside of the pre-approved guidelines.**



**Users can approve or deny payments by logging into CSB Business Online Banking.**

### A Team to Help Your Business Grow

The Community State Bank Cash Management Team has solutions to help you run your business more efficiently, more profitably and with more management control. When it comes to informative reporting, collections of receivables, disbursements, and the incorporation of banking technology, CSB's Cash Management Team can help you get ahead of the competition and concentrate on what you do best; running and growing your business.

## PERSONAL CHECKING OPTIONS (NON-INTEREST BEARING)

<b>ADVANTAGE CHECKING</b>	
<b>Minimum Balance to Open</b>	\$100.00
<b>Requirements</b>	<ul style="list-style-type: none"> <li>• Maintain a minimum daily balance of \$500.00 (or)</li> <li>• Maintain a monthly average balance of \$750.00 (or)</li> <li>• Maintain a balance of \$1,000.00 in a Community State Bank savings account (or)</li> <li>• Maintain a balance \$5,000.00 with a regular Certificate of Deposit.</li> <li>• No minimum balance requirement for seniors age 60 or better.</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>• Free Online Banking</li> <li>• Free BillPay+Plus (first 10 transactions per month)</li> <li>• Free Dial Direct - 24hr. Bank by Phone access</li> <li>• Free 24/7 access to over 600 ATMs (ATM Access)</li> <li>• Visa Check Card available</li> <li>• Free eStatement with Check Images</li> <li>• Overdraft protection options available</li> </ul>
<b>Account Fees</b> (with qualifying requirements)	None
<b>Account Fees</b> (without qualifying requirements)	<ul style="list-style-type: none"> <li>• \$.75 per month maintenance fee (plus)</li> <li>• \$.25 per debit</li> </ul>

<b>ADVANTAGE PLUS CHECKING</b>	
<b>Minimum Balance to Open</b>	\$100.00
<b>Requirements</b>	<ul style="list-style-type: none"> <li>• Maintain a minimum daily balance of \$1,500.00 (or)</li> <li>• Maintain a minimum monthly average balance of \$3,000.00</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>• Unlimited debits to the account</li> <li>• First order of personalized checks at no charge</li> <li>• Community State Bank Visa or MasterCard with no annual fee (subject to credit approval)</li> <li>• Free Online Banking</li> <li>• Free BillPay+Plus (first 10 transactions per month)</li> <li>• Free Dial Direct - 24hr. Bank by Phone access</li> <li>• Free Visa Check Card</li> <li>• Free 24/7 access to over 600 ATMs (ATM Access Network)</li> <li>• Free overdraft protection</li> <li>• Six photocopies per month</li> </ul>
<b>Account Fees</b> (with qualifying requirements)	None
<b>Account Fees</b> (without qualifying requirements)	\$10.00 per month



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Customer Service Representative at any Community State Bank location. 05.02.12



# CESA

## COVERDELL EDUCATION SAVINGS ACCOUNT

### THE SMART WAY TO SAVE FOR EDUCATION

As the cost of education continues to rise, so does the need for a better way to save. The Coverdell Education Savings Account was created to make saving for tomorrow more profitable. In addition to giving young people a better chance at building their futures, it provides them with tax breaks along the way.

### BENEFITS

One of the biggest benefits of the Coverdell Education Savings Account (CESA) is that the young person doesn't have to pay federal income taxes on any earnings withdrawn if the money is used for qualified education expenses. (Consult your tax or legal professional for further information regarding state and local taxes.)

### CONTRIBUTIONS

#### Eligibility and Contribution Limits

The annual CESA contribution limit is \$2,000 per beneficiary. The contribution deadline is the individual's tax-filing deadline, excluding extensions. If all contributions for a child for a tax year exceed the limit, the beneficiary has until May 31 of the year following the contribution year to remove the excess contribution. In most cases, contributions are not allowed on behalf of a child who has reached age 18.

#### Contributor Restrictions

A contributor does not need to be an individual, which means that corporations may contribute to the CESA of its employees' children. Contributions by nonindividuals, such as corporations, are not restricted by income.

However, a married couple filing a joint tax return may contribute to CESAs only if their modified adjusted gross income (MAGI) does not exceed \$220,000. The maximum contribution is limited if the couple's MAGI falls into a phaseout range of \$190,000 to \$220,000. All other individual filers may contribute to CESAs if their MAGI does not exceed \$110,000. Contributions are limited if their MAGI falls between \$95,000 to \$110,000.

### EDUCATION EXPENSES

CESAs may be used to pay qualified elementary and secondary education expenses—including kindergarten through grade 12 administered by a public, private, or religious school as defined by state law—as well as qualified postsecondary education expenses. (Stop in to find out more about which expenses qualify.)

### BENEFICIARIES WITH SPECIAL NEEDS

The definition of qualified education expenses includes expenses for special needs services. Additionally, special needs beneficiaries can continue to receive contributions after reaching age 18.

### NO RESTRICTIONS ON FINANCIAL AID

The rules allow beneficiaries to take distributions from the CESA and a qualified state tuition program in the same year. Beneficiaries may also take distributions in the same year they claim a HOPE scholarship and lifetime learning credit (if they are not used for the same expenses).

CESA CERTIFICATE OF DEPOSIT*	
Minimum Balance to Open	\$500.00
Term	1 - 5 Years
Interest Tiers	<ul style="list-style-type: none"><li>• \$500.00 - \$49,999.99</li><li>• \$50,000.00 - \$99,999.99</li><li>• \$100,000.00 and greater</li></ul>
ACCOUNT FEES	
Annual Fee	\$0.00
Early Withdrawal Fee	\$25.00 (withdrawal before the age of 18 years)
Transfer Fee	\$25.00
<i>*Ask your Community State Bank Customer Service Representative for complete account details and current interest rates.</i>	

CESA SAVINGS ACCOUNT*	
Minimum Balance to Open	\$25.00
ACCOUNT FEES	
Annual Fee	\$0.00
Early Withdrawal Fee	\$25.00 (withdrawal before the age of 18 years)
Transfer Fee	\$25.00
<i>*Ask your Community State Bank Customer Service Representative for complete account details and current interest rates.</i>	



NOTICE: This literature is intended to provide general information concerning Coverdell Education Savings Accounts that Community State Bank offers. It is not intended to provide legal advice or to be a detailed explanation of the rules or how such rules may apply to your individual circumstances. For specific information, you are encouraged to consult your tax or legal professional. The Internal Revenue Service (IRS) may also provide additional helpful information ([www.irs.gov](http://www.irs.gov)). 05.02.12

# INDIVIDUAL RETIREMENT ACCOUNT

TRADITIONAL & ROTH IRAS

## WHAT IS AN IRA?

An IRA is a personal retirement plan that lets you set aside money and invest it for the future. Depending on the type of IRA you select, you may be able to take advantage of immediate tax benefits or tax-free withdrawals in retirement.

## TRADITIONAL IRA vs. ROTH IRA

### How are they alike?

Both accounts can be a smart way to save for retirement, because any earnings on your investments grow tax-advantaged. You will be penalized if you withdraw funds from either account before the age of 59½, unless you use the funds for higher education expenses, medical expenses, or certain home purchases.

### How are they different?

When choosing an IRA, consider whether it makes more financial sense for you to take advantage of immediate tax benefits or enjoy tax-free withdrawals in retirement. With a Traditional IRA, you may receive immediate tax benefits, but you'll have to pay ordinary income tax on your contributions and earnings when you take money out in retirement. With a Roth IRA, there are no immediate tax benefits, but contributions and earnings grow tax-free and can be taken out tax-free after you turn 59½.

### TRADITIONAL IRA SAVINGS ACCOUNT\*

Minimum Balance to Open	\$25.00
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#### ACCOUNT FEES

Annual Fee	\$0.00
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Early Withdrawal Fee	\$25.00 (withdrawal before the age of 59.5 years)
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Transfer Fee	\$25.00
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*\*Ask your Community State Bank Customer Service Representative for complete account details and current interest rates.*

### ROTH IRA SAVINGS ACCOUNT\*

Minimum Balance to Open	\$25.00
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#### ACCOUNT FEES

Annual Fee	\$0.00
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Early Withdrawal Fee	\$25.00 (withdrawal before the age of 59.5 years)
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Transfer Fee	\$25.00
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*\*Ask your Community State Bank Customer Service Representative for complete account details and current interest rates.*

### TRADITIONAL IRA CERTIFICATE OF DEPOSIT\*

Minimum Balance to Open	\$500.00
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Term	1 - 5 Years
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Interest Tiers	<ul style="list-style-type: none"> <li>• \$500.00 - \$49,999.99</li> <li>• \$50,000.00 - \$99,999.99</li> <li>• \$100,000.00 and greater</li> </ul>
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#### ACCOUNT FEES

Annual Fee	\$0.00
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Early Withdrawal Fee	3-month <b>or</b> 6-month Forfeiture of Interest if withdrawal before the age of 59.5. (Fee based on length of CD term.)
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Transfer Fee	\$25.00
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*\*Ask your Community State Bank Customer Service Representative for complete account details and current interest rates.*

### ROTH IRA CERTIFICATE OF DEPOSIT\*

Minimum Balance to Open	\$500.00
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Term	1 - 5 Years
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Interest Tiers	<ul style="list-style-type: none"> <li>• \$500.00 - \$49,999.99</li> <li>• \$50,000.00 - \$99,999.99</li> <li>• \$100,000.00 and greater</li> </ul>
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#### ACCOUNT FEES

Annual Fee	\$0.00
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Early Withdrawal Fee	3-month <b>or</b> 6-month Forfeiture of Interest if withdrawal before the age of 59.5. (Fee based on length of CD term.)
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Transfer Fee	\$25.00
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*\*Ask your Community State Bank Customer Service Representative for complete account details and current interest rates.*

NOTICE: This literature is intended to provide general information concerning Individual Retirement Accounts (IRAs) that Community State Bank offers. It is not intended to provide legal advice or to be a detailed explanation of the rules or how such rules may apply to your individual circumstances. For specific information, you are encouraged to consult your tax or legal professional. The Internal Revenue Service (IRS) may also provide additional helpful information ([www.irs.gov](http://www.irs.gov)). 05.02.12



# HEALTH SAVINGS ACCOUNT (HSA)

## WHAT IS A HEALTH SAVINGS ACCOUNT (HSA)?

A health savings account (HSA) combines high deductible health insurance with a tax-favored savings account. Money in the savings account can help pay the deductible. Once the deductible is met, the insurance starts paying. Money left in the savings account earns interest and is yours to keep.

HEALTH SAVINGS ACCOUNT	
Minimum Balance to Open	\$25.00
Benefits	<ul style="list-style-type: none"> <li>• Free Master Card HSA Debit Card</li> <li>• Free 25 Duplicate Checks</li> <li>• Unlimited in Branch Withdrawals</li> <li>• NO Minimum Balance requirement</li> <li>• NO Monthly Service Fee</li> </ul>
Advantages	
<b>High Deductible Health Plan:</b>	
<ul style="list-style-type: none"> <li>• Costs less than more “traditional” co-pay plans.</li> <li>• Provides quality health insurance.</li> <li>• One calendar-year deductible per family.</li> </ul>	
<b>HSA Savings:</b>	
<ul style="list-style-type: none"> <li>• Used to meet your deductible.</li> <li>• Rolls over year after year -- no “use it or lose it”.</li> <li>• Portable, goes with you wherever you go.</li> </ul>	
<b>HSA Savings can also be use for:</b>	
<ul style="list-style-type: none"> <li>• Health insurance premiums when you’re between jobs.</li> <li>• Qualified long-term care premiums.</li> <li>• Medicare premiums and out-of-pocket expenses.</li> <li>• Living expenses after age 65 (pay ordinary income taxes*).</li> </ul>	
Account Fees	
Account Closing Fee	\$25.00
Account Transfer Fee	\$25.00

## HOW DOES AN HSA WORK?

An HSA works in conjunction with high deductible health insurance. Your HSA dollars can be used to help pay the health insurance deductible and qualified medical expenses, including those not covered by the health insurance, like dental and vision care.

### High Deductible Health Insurance (HDHI)

To get the benefits of an HSA, the law requires that the savings account be combined with high deductible health insurance. High deductible health insurance costs less than traditional \$250 or \$500 deductible coverage because the insurance company doesn’t have to process and pay claims for routine, low-dollar medical care.

## FINANCIAL ADVANTAGES

- **Tax-deductible\***  
Contributions to the HSA are 100% deductible (up to the legal limit) similar to an IRA.
- **Tax-free\***  
Withdrawals to pay qualified medical expenses, including dental and vision, are never taxed.
- **Tax-deferred\***  
Interest earnings accumulate tax-deferred, and if used to pay qualified medical expenses, are tax-free.
- **HSA money is yours to keep**  
Unlike a flexible spending account (FSA), unused money in your HSA isn’t forfeited at the end of the year; it continues to grow tax-deferred.

Additional Information	<i>Effective January 1, 2011, HSA account owners are no longer subject to Wisconsin income taxes on contributions, provided they do not exceed statutory limitations. In addition, earnings on HSAs are income tax-free as long as they are used for qualified medical expenses.</i>
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## MEDICAL EXPENSES

The following list provides examples of eligible medical expenses. This list is not all-inclusive. Remember, the IRS may modify its list of eligible expenses from time to time.

Eligible Medical Expenses		
<ul style="list-style-type: none"> <li>• Acupuncture</li> <li>• Alcoholism treatment</li> <li>• Ambulance</li> <li>• Artificial limb</li> <li>• Artificial teeth</li> <li>• Breast reconstruction surgery (mastectomy-related)</li> <li>• Chiropractor</li> <li>• Contact lenses and solutions</li> <li>• Cosmetic surgery (if due to trauma or disease)</li> <li>• Dental treatment (X-rays, fillings, braces, extractions, etc.)</li> <li>• Diagnostic devices (such as blood sugar test kits for diabetics)</li> </ul>	<ul style="list-style-type: none"> <li>• Doctor’s office (including physicians, surgeons, specialists or other medical practitioners) visits and procedures</li> <li>• Drug addiction treatment</li> <li>• Drugs, prescription</li> <li>• Eyeglasses and exams (for medical reasons)</li> <li>• Eye surgery (such as laser eye surgery or radial keratotomy)</li> <li>• Fertility enhancements</li> <li>• Hearing aids (and batteries for use)</li> <li>• Hospital services</li> <li>• Laboratory fees</li> <li>• Long-term care (for medical expenses and premiums)</li> </ul>	<ul style="list-style-type: none"> <li>• Nursing home</li> <li>• Nursing services</li> <li>• Operations/surgery (excluding unnecessary cosmetic surgery)</li> <li>• Osteopath Physical Therapy</li> <li>• Psychiatric care</li> <li>• Psychologist</li> <li>• Special education (for learning disabilities)</li> <li>• Speech Therapy</li> <li>• Stop-smoking programs (including nicotine gum or patches)</li> <li>• Vasectomy</li> <li>• Weight-loss program (to treat a specific disease diagnosed by a physician)</li> <li>• Wheelchair</li> </ul>



\*NOTICE: This literature is intended to provide general information concerning Health Savings Accounts. It is not intended to provide legal advice or to be a detailed explanation of the rules or how such rules may apply to your individual circumstances. For specific information, you are encouraged to consult your tax or legal professional. The Internal Revenue Service (IRS) may also provide additional helpful information ([www.irs.gov](http://www.irs.gov)). 07.19.19

# Harvest Club

AN EXCLUSIVE CLUB FOR THOSE 55 OR BETTER!

## For the Time of Your Life!

The Harvest Club is a unique opportunity for individuals who love to travel, meet new people, and have a great time.

Harvest Club has over 1000 members... and just keeps growing. Throughout the year, members will enjoy many local events such as potluck dinners, seminars and line dancing. They will also have the opportunity to take one-day trips to Broadway shows, mystery trips and special Members Only events. For the more adventurous type, multi-day trips are also scheduled to places like Mackinac Island.

The club also offers a large number of financial conveniences including discounted services and free checks. So what are you waiting for? Join us today!

## How to Join...

Membership is available to anyone 55 or older, maintaining \$2500 in any Community State Bank account. If you are not able to maintain either of these account levels, and you wish to become a member, there would be a \$15 monthly service charge.

Contact Community State Bank to get started.

## Club Benefits

- Quarterly newsletters
- Local social events
- Escorted trips
- Free Specialty Mint checks  
(Limit 1 box per order; \$4 discount per order on all other checks)
- No fee on ~~money orders~~, cashier's checks, or MasterCard® Travel Card
- Free photocopies (up to 10 per month)
- 10% discount on safe deposit boxes
- No charge for notary service
- Direct deposit
- Special laminated ID card
- Free Online Banking
- Free CSB SIMPLE Banking App
- Mobile Deposit



(262) 878-3763 | [CommunityStateBank.net](http://CommunityStateBank.net)

### JOIN US FOR OUR NEXT ADVENTURE!

If you would like more information, or would like to sign up for a Harvest Club trip or event, please contact Community State Bank Harvest Club Director Jenny Braun at (262) 878-3763, or email her with your questions and comments at: [jbraun@communitystatebank.net](mailto:jbraun@communitystatebank.net).

*csb.bank*





# KIDS KLUB SAVINGS ACCOUNT

EXCLUSIVE ACCOUNTS FOR KIDS 12 AND UNDER!

# Community State Bank's KIDS KLUB

The Kids Klub is an exclusive savings account for kids age 12 and under. The Kids Klub is designed to teach kids how to develop healthy saving habits and help them plan for the future.

Anyone age 12 and under can be a part of the Kids Klub. It's a great way to learn about financial responsibility and have fun at the same time. Whether it's a bike, a toy, or the latest download, our Kids Klub teaches kids about the value of money.

Kids Klub members get special invitations to exclusive Kids Klub events throughout the year, like bowling, ice skating, special movie events, and rollerskating. Members also receive special birthday cards every year. New members will join the over 1500 kids already enjoying the benefits of this special club.

It's never too early to sign your child up for the best savings plan available.

KIDS KLUB STATEMENT SAVINGS ACCOUNT	
Minimum Balance to Open	\$25.00
Requirements	<ul style="list-style-type: none"> <li>Maximum age to qualify (12)</li> </ul>
Benefits	<ul style="list-style-type: none"> <li>No Maintenance Fee</li> <li>Annual Birthday Card from the Kids Klub</li> <li>Exclusive Kids Klub Events &amp; Contests</li> <li>Exciting Kids Klub Newsletters</li> </ul>
Account Fees	
Dormant Account Fee	\$1.50 per month (after 12 months of inactivity)



LEARNING TO  
SAVE IS EASY...  
AND FUN!



NOTICE: Additional disclosures regarding funds availability, account balance requirements and current annual percentage yield for the accounts we offer are available by contacting a Customer Service Representative at any Community State Bank location. 03.08.13

# MASTERCARD® GIFT CARD

THE PERFECT GIFT FOR ANY OCCASION

## GIFT CARD



Choosing the perfect gift has never been easier. For holidays, birthdays, graduations, anniversaries, or any other celebration, most people prefer a prepaid gift card to a more traditional gift of equal value. When you give a MasterCard Prepaid Gift Card, your gift is perfect every time.

MasterCard Prepaid Gift Cards are the ideal gift—to give and receive.

The Mastercard Gift Card is a one-time prepaid card that can be used at millions of locations where Mastercard debit cards are accepted, including retail stores and online merchants. Because it is a prepaid card, spending is limited to the amount of money placed on the card by the purchaser.

The Mastercard Gift Card offers all the protection and security features you've come to expect from Mastercard - the Mastercard Gift Card can be replaced if lost or stolen.\*

## GIFT CARDS ARE ALWAYS A GREAT CHOICE

### No more guesswork

Purchase a MasterCard Prepaid Gift Card and your gift will be perfect every time.

### Shop safely online

Gift Cards can be used online, wherever debit MasterCard is accepted. Gift Cards are pre-paid and are not linked to your bank accounts.

GIVE THE GIFT  
OF CHOICE.

### GIFT CARD FEES & PRICING

<b>Purchase Price</b>	\$3.00
<b>LOAD / RELOAD DENOMINATIONS</b>	
<b>Minimum Card Load</b>	\$10.00
<b>Maximum Card Load</b>	\$1,000.00
<b>GIFT CARD FEES</b>	
<b>Inactivity Fee</b>	\$2.95 per month (after 12 consecutive months of inactivity)
<b>Lost or Stolen Card Replacement Fee</b>	\$5.00 (via US Mail)
<b>*Additional Information</b>	For a complete list of Gift Card terms & conditions please contact a Community State Bank Customer Service Representative. VALID ONLY IN U.S.



NOTICE: MasterCard® Gift Cards are insured by the Federal Deposit Insurance Corporation (FDIC) through MetaBank. MasterCard® Gift Cards are issued by MetaBank, 5501 S. Broadband Lane, Sioux Falls, SD 57108, pursuant to a license from MasterCard International. 05.02.12

# MASTERCARD® TRAVEL CARD

HELLO FREEDOM!



## MASTERCARD TRAVEL CARD

More convenient than traveler's checks and more secure than cash, the reloadable Travel Card is essential gear for your next vacation.

The Travel Card is recognized worldwide and accepted both at the point of sale and at ATMs. The available companion card makes it even more appealing. Emergency card replacement is one of many benefits that make it a smart choice. The Travel Card is a great way to meet your financial needs even when you're away from home.

### WHY YOU'LL LOVE THIS CARD

- Shop where debit cards are accepted
- Accepted internationally
- Easy to load
- More control – Spend only what you load
- Card is easily replaced if lost or stolen
- Direct deposit
- Get cash at ATMs
- Text alerts

### WHY CHOOSE A TRAVEL CARD?

#### The Perfect Travelers Check Replacement

Similar to Travelers Checks, the Travel Card comes with added security and features, such as Consumer Purchase Protection, Zero Liability as well as a worldwide global assistance program.

#### Secure

The Travel Card is PIN and signature protected and is one of the most secure ways of carrying money abroad. The Travel Card is not linked to your credit or debit cards and helps protect against identity theft. If your card is lost or stolen you can have immediate access to your money by carrying a second card while you travel.

#### Convenient

The card can be purchased at any Community State Bank location. Customers can obtain balance inquiries, and their PIN all online. The card is easily reloaded via the telephone; you don't even have to leave your home or hotel. The card easily fits into a wallet or travel purse and does not require ID to access cash at an ATM.

### TRAVEL CARD FEES & PRICING

Purchase Price	\$7.50
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#### LOAD / RELOAD DENOMINATIONS

Minimum Card Load	\$20.00
Minimum Card Re-load	\$5.00
Maximum Card Load	\$3,000.00
Maximum Card Re-load	\$3,000.00

#### CARD FEES & LIMITS

Reload Fee <sup>1</sup>	\$4.50 (in person at branch) up to \$30 (via <a href="http://www.myprepaidbalance.com">www.myprepaidbalance.com</a> )
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<sup>1</sup> Fees will be collected at the time of reload. A Reload Fee will not be charged if your MasterCard Travel Card is reloaded online via Community State Bank's Online Bill Pay Service, "Bill Pay+Plus" or Direct Deposit.

Reload Limit	3 per day
Additional Card Fee	\$2.95 each
Monthly Maintenance Fee	\$0.00
ATM Withdrawal Fee	\$1.50 each (United States) \$3.00 each (International)
ATM Balance Inquiry	\$.50 each (United States) \$.50 each (International)
PIN Option at Point-of-Sale	\$.50 each (Free after July 11, 2012)
Cash Advance Fee	\$5.00 each
Foreign Exchange Markup	3% of transaction amount

#### EMERGENCY SERVICES FEES

Card Cancellation & Refund	\$10.00
Lost or Stolen Card Replacement Fee	\$5.00 (via US Mail)



To set up and manage your MasterCard Travel Card, go to:

[www.myprepaidbalance.com](http://www.myprepaidbalance.com)



NOTICE: MasterCard® Travel Cards are insured by the Federal Deposit Insurance Corporation (FDIC) through MetaBank. MasterCard® Travel Cards are issued by MetaBank, 5501 S. Broadband Lane, Sioux Falls, SD 57108, pursuant to a license from MasterCard International. 06.25.12

# FOR MORE INFORMATION FROM THE FDIC

**Call toll-free**  
1-877-ASK-FDIC (1-877-275-3342)

**Hearing impaired line**  
1-800-925-4618

**Calculate insurance coverage using EDIE**  
The Electronic Deposit Insurance Estimator known as EDIE – is an online tool that's simple and easy to use. To calculate your deposit insurance coverage, use EDIE at: <https://edie.fdic.gov>.

**Read more about FDIC insurance online**  
at: [www.fdic.gov/deposit/deposits](http://www.fdic.gov/deposit/deposits)

**Send questions by e-mail**  
Use the FDIC's online Customer Assistance Form at: <https://ask.fdic.gov/fdicinformationandsupportcenter/s/>

**Mail questions**  
Federal Deposit Insurance Corporation  
Attn: Deposit Insurance Section  
550 17th Street, NW  
Washington, DC 20429

# DEPOSIT INSURANCE AT A GLANCE



Federal Deposit Insurance Corporation



# FDIC DEPOSIT INSURANCE

Since 1933, the FDIC seal has symbolized the safety and security of our nation’s financial institutions. FDIC deposit insurance enables consumers to confidently place their money at thousands of FDIC-insured banks across the country, and is backed by the full faith and credit of the United States government.

FDIC deposit insurance coverage depends on two things: (1) whether your chosen financial product is a deposit product; and (2) whether your bank is FDIC-insured.

## THE FDIC COVERS

- Checking accounts
- Negotiable Order of Withdrawal (NOW) accounts
- Savings accounts
- Money Market Deposit Accounts (MMDAs)
- Time deposits such as certificates of deposit (CDs)
- Cashier’s checks, money orders, and other official items issued by a bank

## THE FDIC DOES NOT COVER

- Stock investments
- Bond investments
- Mutual funds
- Life insurance policies
- Annuities
- Municipal securities
- Safe deposit boxes or their contents
- U.S. Treasury bills, bonds or notes

Depositors do not need to apply for FDIC insurance. Coverage is automatic whenever a deposit account is opened at an FDIC-insured bank or financial institution. If you are interested in FDIC deposit insurance coverage, simply make sure you are placing your funds in a deposit product at the bank.

# COVERAGE LIMITS

The standard insurance amount is \$250,000 per depositor, per insured bank, for each account ownership category.

The FDIC provides separate coverage for deposits held in different account ownership categories. Depositors may qualify for coverage over \$250,000 if they have funds in different ownership categories and all FDIC requirements are met.

All deposits that an accountholder has in the same ownership category at the same bank are added together and insured up to the standard insurance amount.

# WHEN A BANK FAILS

A bank failure is the closing of a bank by a federal or state banking regulatory agency, generally resulting from a bank’s inability to meet its obligations to depositors and others. In the unlikely event of a bank failure, the FDIC acts quickly to ensure depositors get prompt access to their insured deposits.

FDIC deposit insurance covers the balance of each depositor’s account, dollar-for-dollar, up to the insurance limit, including principal and any accrued interest through the date of the insured bank’s closing.

The FDIC acts in two capacities following a bank failure:

1. As the “Insurer” of the bank’s deposits, the FDIC pays deposit insurance to the depositors up to the insurance limit.
2. As the “Receiver” of the failed bank, the FDIC assumes the task of collecting and selling the assets of the failed bank and settling its debts, including claims for deposits in excess of the insured limit.

## FDIC DEPOSIT INSURANCE COVERAGE LIMITS BY ACCOUNT OWNERSHIP CATEGORY

**SINGLE ACCOUNTS**  
OWNED BY ONE PERSON

**\$ 250,000**  
PER OWNER

**JOINT ACCOUNTS**  
OWNED BY TWO OR MORE PERSONS

**\$ 250,000**  
PER CO-OWNER

**CERTAIN RETIREMENT ACCOUNTS**  
INCLUDES IRAS

**\$ 250,000**  
PER OWNER

**REVOCABLE TRUST ACCOUNTS**

**\$ 250,000**  
PER OWNER PER UNIQUE BENEFICIARY

**CORPORATION, PARTNERSHIP AND UNINCORPORATED ASSOCIATION ACCOUNTS**

**\$ 250,000**  
PER CORPORATION, PARTNERSHIP OR UNINCORPORATED ASSOCIATION

**IRREVOCABLE TRUST ACCOUNTS**

**\$ 250,000**  
FOR THE NONCONTINGENT INTEREST OF EACH UNIQUE BENEFICIARY

**EMPLOYEE BENEFIT PLAN ACCOUNTS**

**\$ 250,000**  
FOR THE NONCONTINGENT INTEREST OF EACH PLAN PARTICIPANT

**GOVERNMENT ACCOUNTS**

**\$ 250,000**  
PER OFFICIAL CUSTODIAN (MORE COVERAGE AVAILABLE SUBJECT TO SPECIFIC CONDITIONS)

## Kenosha County Census Tract Maps

2023 FFIEC Census Report - Summary Census Demographic Information

State: 55 - WISCONSIN (WI)

County: 059 - KENOSHA COUNTY

MSA Code 29404

Tract: All Tracts



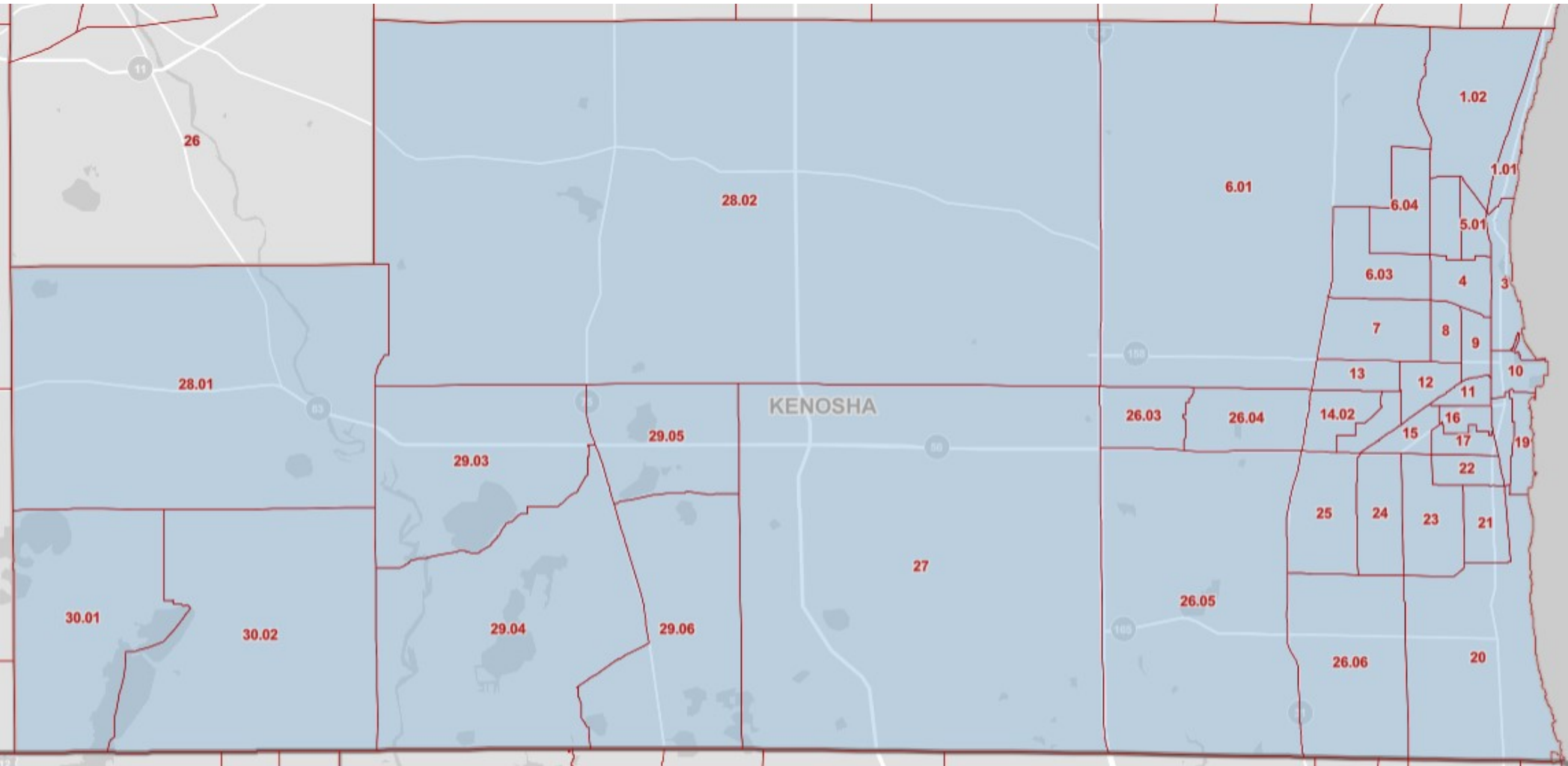
State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	059	0001.01	Middle	No	81.79	\$124,600	\$101,910	\$86,600	1793	29.39	527	367	651
55	059	0001.02	Moderate	No	59.58	\$124,600	\$74,237	\$63,085	3863	30.62	1183	714	828
55	059	0003.00	Low	No	47.53	\$124,600	\$59,222	\$50,325	5167	32.11	1659	618	1434
55	059	0004.00	Moderate	No	70.03	\$124,600	\$87,257	\$74,145	3603	25.42	916	1207	1614
55	059	0005.01	Moderate	No	70.26	\$124,600	\$87,544	\$74,394	2794	25.81	721	656	865
55	059	0005.02	Moderate	No	71.59	\$124,600	\$89,201	\$75,801	2713	21.53	584	496	707
55	059	0006.01	Middle	No	96.01	\$124,600	\$119,628	\$101,657	6496	25.52	1658	1620	1807
55	059	0006.03	Middle	No	82.31	\$124,600	\$102,558	\$87,148	3779	23.52	889	809	840
55	059	0006.04	Middle	No	98.07	\$124,600	\$122,195	\$103,833	3898	26.71	1041	882	886
55	059	0007.00	Moderate	No	57.07	\$124,600	\$71,109	\$60,427	5369	56.73	3046	762	1533
55	059	0008.00	Moderate	No	51.00	\$124,600	\$63,546	\$54,000	2763	61.82	1708	614	1115
55	059	0009.00	Low	No	40.92	\$124,600	\$50,986	\$43,331	4058	61.46	2494	638	1682
55	059	0010.00	Unknown	No	0.00	\$124,600	\$0	\$0	2623	37.93	995	423	597
55	059	0011.00	Low	No	30.80	\$124,600	\$38,377	\$32,617	3502	66.39	2325	270	1236
55	059	0012.00	Low	No	36.59	\$124,600	\$45,591	\$38,750	4020	46.89	1885	929	1684
55	059	0013.00	Moderate	No	52.71	\$124,600	\$65,677	\$55,813	3981	44.06	1754	885	1189
55	059	0014.01	Middle	No	94.45	\$124,600	\$117,685	\$100,000	2612	22.32	583	901	1106
55	059	0014.02	Moderate	No	62.79	\$124,600	\$78,236	\$66,488	4570	26.61	1216	1175	1306
55	059	0015.00	Moderate	No	61.94	\$124,600	\$77,177	\$65,580	3709	34.83	1292	896	1350
55	059	0016.00	Low	No	45.23	\$124,600	\$56,357	\$47,889	3350	62.81	2104	541	1204
55	059	0017.00	Moderate	No	61.98	\$124,600	\$77,227	\$65,625	2697	41.42	1117	664	1120
55	059	0018.00	Low	No	46.42	\$124,600	\$57,839	\$49,153	2201	45.39	999	473	931
55	059	0019.00	Middle	No	100.26	\$124,600	\$124,924	\$106,154	2351	19.61	461	804	1081
55	059	0020.00	Upper	No	121.53	\$124,600	\$151,426	\$128,681	5731	19.75	1132	2013	2227
55	059	0021.00	Low	No	45.63	\$124,600	\$56,855	\$48,320	4983	38.31	1909	794	1491
55	059	0022.00	Moderate	No	71.42	\$124,600	\$88,989	\$75,625	3570	22.77	813	1159	1409

\* Will automatically be included in the 2024 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	059	0023.00	Middle	No	80.52	\$124,600	\$100,328	\$85,257	5706	22.17	1265	1700	1920
55	059	0024.00	Moderate	No	75.09	\$124,600	\$93,562	\$79,511	4644	17.74	824	1574	1820
55	059	0025.00	Middle	No	103.64	\$124,600	\$129,135	\$109,738	3352	20.26	679	1241	1306
55	059	0026.03	Middle	No	90.84	\$124,600	\$113,187	\$96,179	4909	36.20	1777	1083	1226
55	059	0026.04	Middle	No	99.64	\$124,600	\$124,151	\$105,500	3939	31.10	1225	960	906
55	059	0026.05	Middle	No	102.39	\$124,600	\$127,578	\$108,409	5916	21.77	1288	1464	1449
55	059	0026.06	Middle	No	115.57	\$124,600	\$144,000	\$122,365	4624	17.76	821	1353	1296
55	059	0027.00	Middle	No	98.63	\$124,600	\$122,893	\$104,432	6533	12.72	831	1958	2445
55	059	0028.01	Middle	No	85.50	\$124,600	\$106,533	\$90,530	3410	8.33	284	1006	1423
55	059	0028.02	Middle	No	105.27	\$124,600	\$131,166	\$111,458	2803	7.60	213	1130	1324
55	059	0029.03	Middle	No	92.74	\$124,600	\$115,554	\$98,194	3197	10.51	336	1010	1406
55	059	0029.04	Middle	No	86.58	\$124,600	\$107,879	\$91,672	5300	11.70	620	1724	2418
55	059	0029.05	Middle	No	82.23	\$124,600	\$102,459	\$87,063	3776	11.55	436	1257	1673
55	059	0029.06	Middle	No	103.54	\$124,600	\$129,011	\$109,625	5247	12.77	670	1425	1844
55	059	0030.01	Middle	No	83.91	\$124,600	\$104,552	\$88,851	4541	8.81	400	1386	2269
55	059	0030.02	Middle	No	89.19	\$124,600	\$111,131	\$94,438	5058	10.58	535	1334	2225
55	059	9900.00	Unknown	No	0.00	\$124,600	\$0	\$0	0	0.00	0	0	0

\* Will automatically be included in the 2024 Distressed or Underserved Tract List





## Racine County Census Tract Maps

2023 FFIEC Census Report - Summary Census Demographic Information

State: 55 - WISCONSIN (WI)

County: 101 - RACINE COUNTY MSA 39450



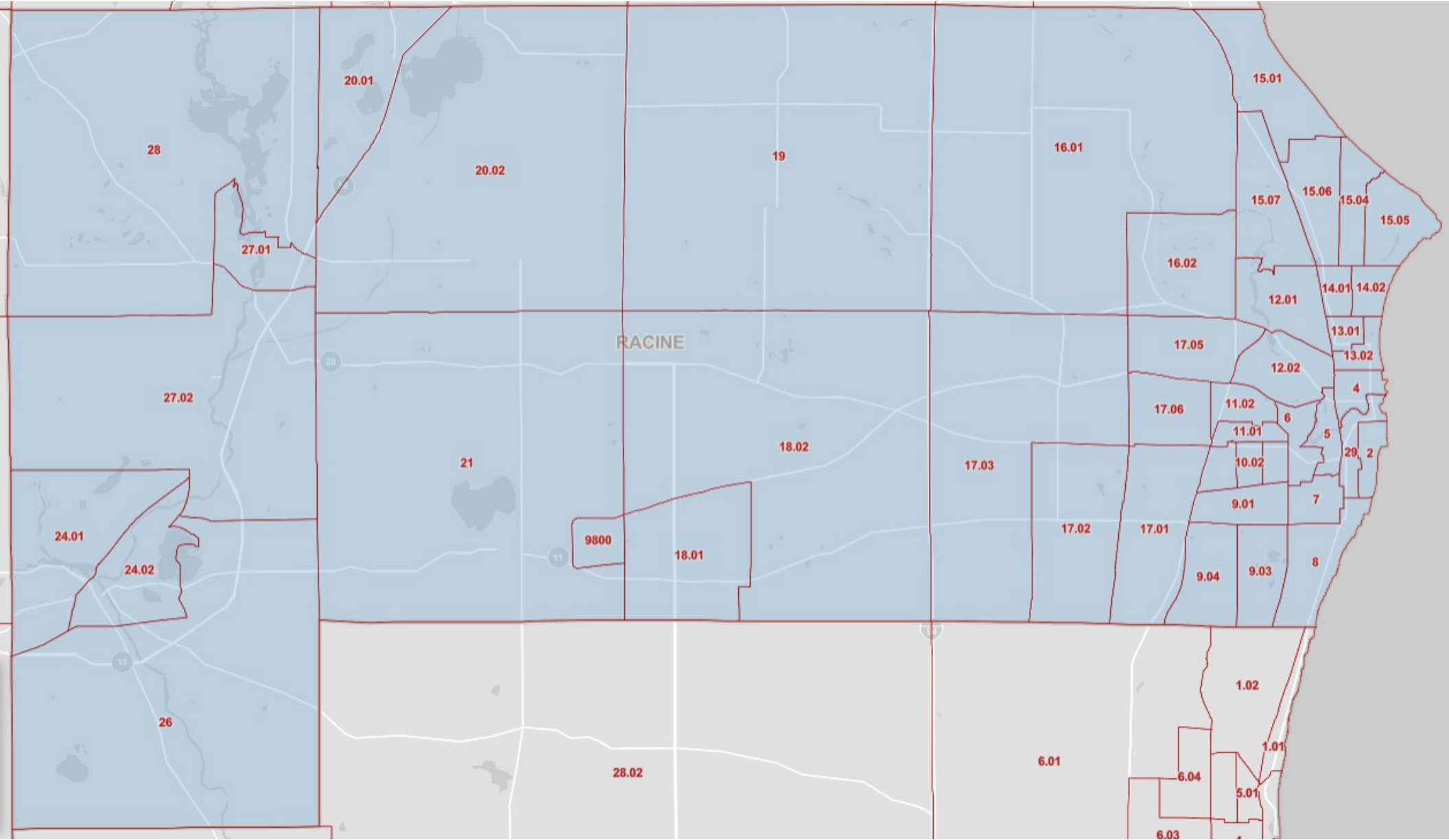
State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	101	0002.00	Low	No	47.47	\$92,900	\$44,100	\$36,798	4902	61.91	3035	617	1984
55	101	0004.00	Low	No	40.36	\$92,900	\$37,494	\$31,281	3804	78.84	2999	422	1427
55	101	0005.00	Low	No	40.40	\$92,900	\$37,532	\$31,316	4825	87.07	4201	670	1928
55	101	0006.00	Moderate	No	78.47	\$92,900	\$72,899	\$60,820	5640	53.99	3045	1100	1955
55	101	0007.00	Moderate	No	75.16	\$92,900	\$69,824	\$58,259	5662	50.39	2853	1145	2102
55	101	0008.00	Middle	No	86.05	\$92,900	\$79,940	\$66,694	4526	48.30	2186	1134	1610
55	101	0009.01	Middle	No	88.73	\$92,900	\$82,430	\$68,776	3714	43.30	1608	1193	1481
55	101	0009.03	Upper	No	132.25	\$92,900	\$122,860	\$102,500	4150	29.61	1229	1389	1568
55	101	0009.04	Upper	No	122.61	\$92,900	\$113,905	\$95,031	5283	34.49	1822	1233	1549
55	101	0010.01	Moderate	No	58.13	\$92,900	\$54,003	\$45,057	2736	54.50	1491	359	485
55	101	0010.02	Moderate	No	77.14	\$92,900	\$71,663	\$59,792	2687	40.60	1091	897	1117
55	101	0010.03	Moderate	No	76.28	\$92,900	\$70,864	\$59,127	3847	43.51	1674	776	1582
55	101	0011.01	Middle	No	81.25	\$92,900	\$75,481	\$62,978	3916	31.54	1235	1179	1548
55	101	0011.02	Middle	No	87.15	\$92,900	\$80,962	\$67,547	2434	31.55	768	531	620
55	101	0012.01	Middle	No	86.28	\$92,900	\$80,154	\$66,875	3689	47.66	1758	632	1155
55	101	0012.02	Middle	No	98.34	\$92,900	\$91,358	\$76,220	6758	56.10	3791	1802	2238
55	101	0013.01	Middle	No	81.18	\$92,900	\$75,416	\$62,917	3728	38.06	1419	1021	1612
55	101	0013.02	Moderate	No	64.81	\$92,900	\$60,208	\$50,230	4021	53.22	2140	680	1704
55	101	0014.01	Moderate	No	77.35	\$92,900	\$71,858	\$59,949	3606	33.22	1198	1081	1284
55	101	0014.02	Moderate	No	78.53	\$92,900	\$72,954	\$60,867	3396	31.57	1072	1077	1537
55	101	0015.01	Middle	No	104.00	\$92,900	\$96,616	\$80,604	3790	17.60	667	1134	1374
55	101	0015.04	Upper	No	123.79	\$92,900	\$115,001	\$95,947	3062	28.38	869	873	975
55	101	0015.05	Middle	No	112.66	\$92,900	\$104,661	\$87,321	4282	29.26	1253	1202	1397
55	101	0015.06	Upper	No	139.51	\$92,900	\$129,605	\$108,125	4122	17.25	711	1288	1399
55	101	0015.07	Middle	No	91.36	\$92,900	\$84,873	\$70,813	2854	21.97	627	776	818
55	101	0016.01	Middle	No	115.74	\$92,900	\$107,522	\$89,708	6193	15.53	962	2252	2545

\* Will automatically be included in the 2024 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	101	0016.02	Upper	No	137.47	\$92,900	\$127,710	\$106,549	3129	17.07	534	1141	1225
55	101	0017.01	Moderate	No	71.11	\$92,900	\$66,061	\$55,119	3715	43.66	1622	825	892
55	101	0017.02	Middle	No	112.89	\$92,900	\$104,875	\$87,500	6998	32.98	2308	1474	1720
55	101	0017.03	Upper	No	135.19	\$92,900	\$125,592	\$104,777	4578	17.58	805	1503	1687
55	101	0017.05	Upper	No	128.08	\$92,900	\$118,986	\$99,268	5828	19.39	1130	1882	1717
55	101	0017.06	Middle	No	108.38	\$92,900	\$100,685	\$84,005	3916	22.32	874	1638	1294
55	101	0018.01	Middle	No	96.87	\$92,900	\$89,992	\$75,083	5076	12.21	620	1088	1681
55	101	0018.02	Upper	No	137.09	\$92,900	\$127,357	\$106,250	2976	9.41	280	1004	1167
55	101	0019.00	Upper	No	123.58	\$92,900	\$114,806	\$95,784	3926	11.44	449	1451	1648
55	101	0020.01	Upper	No	146.76	\$92,900	\$136,340	\$113,750	2934	8.38	246	1084	1377
55	101	0020.02	Upper	No	141.67	\$92,900	\$131,611	\$109,806	4982	7.33	365	1675	1981
55	101	0021.00	Upper	No	126.35	\$92,900	\$117,379	\$97,926	3343	7.69	257	1158	1381
55	101	0024.01	Upper	No	135.58	\$92,900	\$125,954	\$105,086	5964	14.03	837	1489	1736
55	101	0024.02	Middle	No	91.94	\$92,900	\$85,412	\$71,259	5320	16.75	891	984	1529
55	101	0026.00	Middle	No	111.50	\$92,900	\$103,584	\$86,417	5810	8.83	513	2112	2762
55	101	0027.01	Upper	No	122.37	\$92,900	\$113,682	\$94,844	3932	8.90	350	1342	1558
55	101	0027.02	Upper	No	130.19	\$92,900	\$120,947	\$100,904	6305	8.09	510	1918	2285
55	101	0028.00	Upper	No	145.85	\$92,900	\$135,495	\$113,043	6022	7.24	436	2137	2566
55	101	0029.00	Low	No	40.52	\$92,900	\$37,643	\$31,406	4407	78.08	3441	519	1385
55	101	9800.00	Unknown	No	0.00	\$92,900	\$0	\$0	939	23.64	222	9	12
55	101	9900.00	Unknown	No	0.00	\$92,900	\$0	\$0	0	0.00	0	0	0

\* Will automatically be included in the 2024 Distressed or Underserved Tract List





## Walworth County Census Tract Maps

2023 FFIEC Census Report - Summary Census Demographic Information

State: 55 - WISCONSIN (WI)

County: 127 - WALWORTH COUNTY



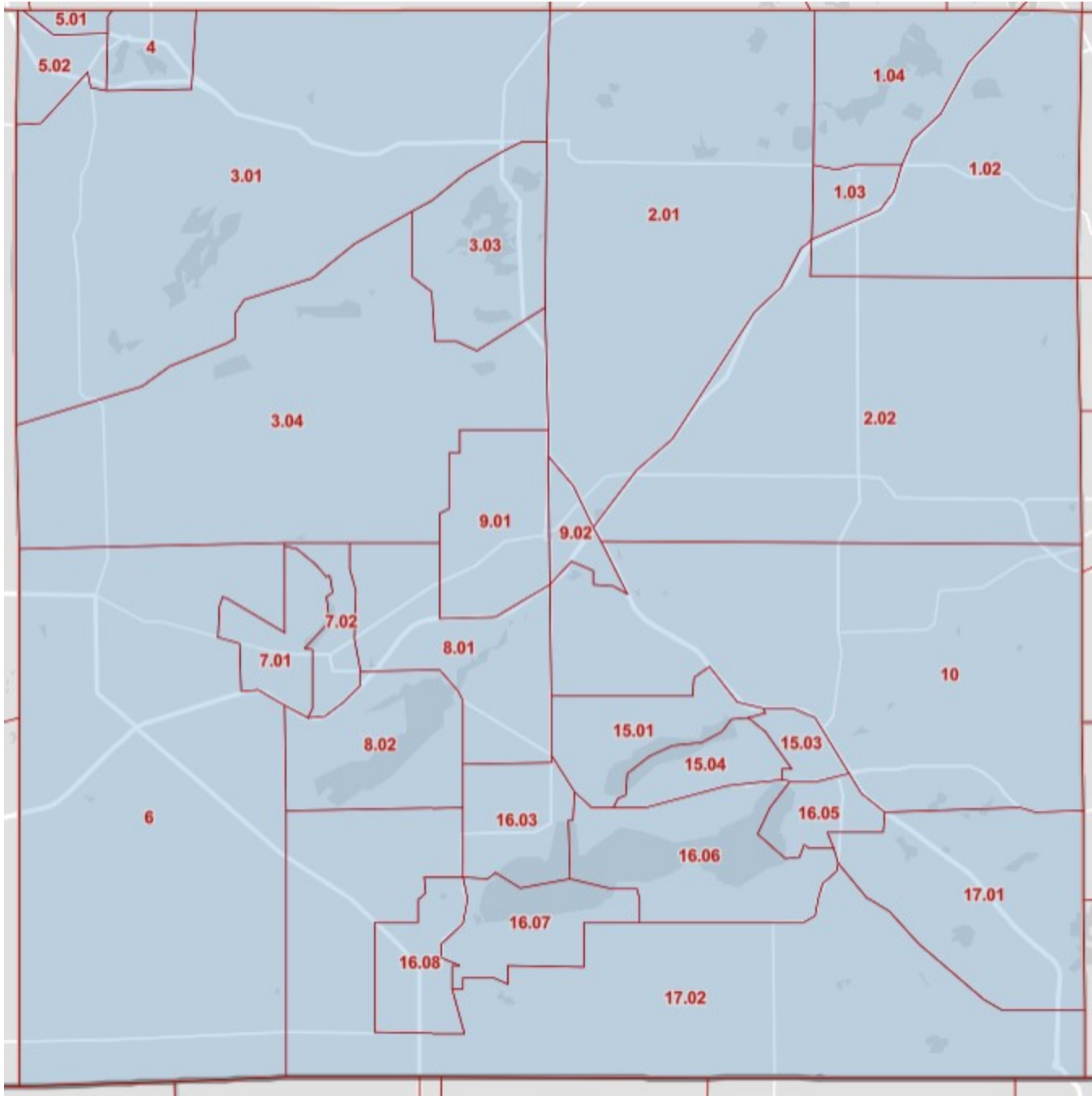
State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	127	0001.02	Upper	No	156.60	\$86,000	\$134,676	\$112,351	2633	8.39	221	718	950
55	127	0001.03	Middle	No	103.69	\$86,000	\$89,173	\$74,393	2758	9.64	266	712	856
55	127	0001.04	Upper	No	136.69	\$86,000	\$117,553	\$98,068	3510	5.10	179	1245	1511
55	127	0002.01	Upper	No	150.87	\$86,000	\$129,748	\$108,235	3681	6.44	237	1360	1575
55	127	0002.02	Upper	No	144.23	\$86,000	\$124,038	\$103,472	2888	6.09	176	817	1011
55	127	0003.01	Upper	No	130.00	\$86,000	\$111,800	\$93,269	3038	7.87	239	1131	1736
55	127	0003.03	Upper	No	138.87	\$86,000	\$119,428	\$99,628	3457	9.40	325	1611	2402
55	127	0003.04	Middle	No	105.47	\$86,000	\$90,704	\$75,667	2864	11.28	323	887	1165
55	127	0004.00	Middle	No	94.96	\$86,000	\$81,666	\$68,125	4007	22.86	916	716	1341
55	127	0005.01	Middle	No	101.30	\$86,000	\$87,118	\$72,674	4092	20.77	850	33	379
55	127	0005.02	Middle	No	116.27	\$86,000	\$99,992	\$83,413	3771	21.51	811	570	1081
55	127	0006.00	Middle	No	102.62	\$86,000	\$88,253	\$73,622	5496	23.78	1307	1442	1946
55	127	0007.01	Middle	No	106.28	\$86,000	\$91,401	\$76,250	4200	37.14	1560	937	1185
55	127	0007.02	Middle	No	97.38	\$86,000	\$83,747	\$69,867	4652	33.32	1550	1080	1786
55	127	0008.01	Middle	No	84.49	\$86,000	\$72,661	\$60,615	1810	21.93	397	543	707
55	127	0008.02	Upper	No	124.87	\$86,000	\$107,388	\$89,583	2707	14.48	392	979	2458
55	127	0009.01	Middle	No	107.93	\$86,000	\$92,820	\$77,433	6115	16.91	1034	1380	2001
55	127	0009.02	Middle	No	87.33	\$86,000	\$75,104	\$62,656	3587	22.64	812	946	1265
55	127	0010.00	Upper	No	139.35	\$86,000	\$119,841	\$99,972	5036	9.99	503	1522	2117
55	127	0015.01	Upper	No	126.90	\$86,000	\$109,134	\$91,042	3485	14.09	491	1042	2034
55	127	0015.03	Middle	No	83.41	\$86,000	\$71,733	\$59,844	2369	28.11	666	516	1073
55	127	0015.04	Upper	No	133.61	\$86,000	\$114,905	\$95,852	3044	18.23	555	947	1483
55	127	0016.03	Upper	No	143.45	\$86,000	\$123,367	\$102,917	2923	10.81	316	770	1397
55	127	0016.05	Upper	No	120.24	\$86,000	\$103,406	\$86,264	4180	19.98	835	941	1408
55	127	0016.06	Upper	No	139.70	\$86,000	\$120,142	\$100,224	2462	8.94	220	948	2436
55	127	0016.07	Upper	No	146.85	\$86,000	\$126,291	\$105,357	3656	14.06	514	752	2283

\* Will automatically be included in the 2024 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	127	0016.08	Middle	No	107.36	\$86,000	\$92,330	\$77,022	2819	21.39	603	732	1110
55	127	0017.01	Middle	No	90.48	\$86,000	\$77,813	\$64,917	5918	20.43	1209	1714	2430
55	127	0017.02	Middle	No	103.89	\$86,000	\$89,345	\$74,537	5320	16.30	867	1463	2075

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## Loan-to-Deposit Ratios 2022-2023

<b>Date</b>	<b>Gross Loans/Deposits</b>	<b>Gross Loans/Assets</b>
3/31/2023	59.00%	56.40%
6/30/2023	60.22%	58.00%
9/30/2023	61.84%	59.39%
12/31/2023	62.40%	59.76%

<b>Date</b>	<b>Gross Loans/Deposits</b>	<b>Gross Loans/Assets</b>
3/30/2022	54.34%	52.68%
6/30/2022	52.53%	50.26%
9/30/2022	52.89%	51.26%
12/31/2022	54.34%	52.68%

# **HOME MORTGAGE DISCLOSURE ACT NOTICE**

The HMDA data about our residential mortgage lending are available online for review. The data show geographic distribution of loans and applications; ethnicity, race, sex, and income of applicants and borrowers; and information about loan approvals and denials. HMDA data for many other financial institutions are also available online. For more information, visit the Consumer Financial Protection Bureau's website ([www.consumerfinance.gov/hmda](http://www.consumerfinance.gov/hmda)).

Community State Bank  
1500 Main Street  
Union Grove, WI 53182

# Annual Report



# Get to Know CSB

Community State Bank Culture Guide & 2022 Financial Report



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## Introduction

Whether you are a long-time bank customer, a new customer, thinking about making a change, or just curious about community banking; we'd love to share some information about what community banking means to us. The information provided inside this guide will help highlight our culture, our community focus, and our purpose at Community State Bank.

## What's Inside?

- 1 Letter from the President**
- 2 Providing Opportunity**
- 3 Who We Are**
- 5 The CSB Story | Historical Timeline**
- 7 Communities We Serve**
- 9 Customer Experience**
- 10 Meet "Cruiser"**
- 11 Building Partnerships**
- 15 Building Community**
- 17 Building Our Team**
- 19 Innovation & Problem Solving**



# A Letter from the President



**Scott Huedepohl**  
President & CEO

This past year we were honored to invite two new board members to join Community State Bank (CSB). Rita Hagen, RN, MSN, is the Executive Director of Hospice Alliance based in Kenosha and supports Southeast Wisconsin. Rita is the first female on the Board and represents the non-profit community which is an important part of our mission.

We were also pleased to welcome Adam Swantz to the CSB Board of Directors. Preceded by his grandfather Harmon, and his father Rich, Adam will be the 3rd generation of his family on the Board. We welcome both Rita and Adam.

2022 was a good year for the bank. Our loyal customers continued to support us and for that we are humbled. Looking forward, the journey gets more challenging as the country is experiencing record high levels of inflation, a national debt that has exploded in size, and interest rates increasing significantly.

Though it's never fun working through challenges like these, we consider it another chapter in our long history.

Speaking of history, 2023 represents an important milestone for CSB. On July 18th, 1898 the doors opened for the first time at the Bank of Union Grove. Though the bank changed names several times after, that was the first official day of what is today Community State Bank. While the name may have changed, the core values have remained the same.

CSB has seen 125 years of good times and challenging times. There were years of prosperity to go with the procession of wars, depressions, and recessions. Through it all, this bank stood solid, concentrating on who we are and who we serve. For 125 years CSB leaders have remained focused, and because of that, we are here to celebrate this incredible milestone.

We are more committed today than ever to bring high levels of service to you with both a personal touch and amazing technology. We are more committed today than ever to support the communities that we serve. We are fully aware that we can't do any of it without your support and loyalty.

As we look toward the future, we're honored to present you with this culture guide and financial report which focuses on a hopeful and strong future with Community State Bank.

So here's to the next 125 years.

Respectfully,

**Scott Huedepohl**  
President | CEO  
scotth@csb.bank | (262) 878-3767

# Providing Opportunity Since 1898

There is a cultural concept that some business experts describe as a "Just Cause". It's a fancy way of explaining "What's our purpose as an organization? Why do we do the things we do? How do we do things differently?"

So what is CSB's "Just Cause"? It's two simple words, "Providing Opportunity".

Since the bank first opened its doors 125 years ago (1898) Providing Opportunity has been at the heart of everything we do as an organization; it's our reason for existence.

We believe that being a successful organization goes far beyond earning money, generating deposits, or providing an exceptional banking experience.

It means helping our customers, our communities, and our employees build their future and reach their goals.

If you're interested in learning more about Providing Opportunity, or seeing its real-world application, please check out some of the unique and inspirational stories posted at: [csb.bank/providing-opportunity](https://www.csb.bank/providing-opportunity).



Two gentlemen sit on the steps outside the State Bank of Union Grove in 1903. If you look closely you can see the bank's alarm housed in a black box on the front of the bank. The alarm would alert all of Main Street if there was any trouble.



The Nisen Tile Factory was originally located on the site which is now home to Community State Bank's main office (1500 Main Street, Union Grove, WI).





## Who we are...



### We make decisions locally.

Our bankers work and live where our customers work and live, giving us the opportunity to make good decisions based on an understanding of the local and regional economies and business climate.

Because of our proximity to our customers, our bankers identify opportunities and recognize the challenges their clients face.

### We focus on building our communities.

CSB invests time, talent, and resources into the communities we serve. We have a commitment to our communities to make them better places to live, work, and do business.

Each year, CSB makes significant financial investments in our local communities, and supports and encourages employees to volunteer for projects they are passionate about.

### We are locally owned.

CSB is independently owned and operated, and has been serving the communities of Southeast Wisconsin since 1898.

The single largest shareholder of the bank are the employees. Employees become owners through the bank's long-standing ESOP or Employee Stock Ownership Program.



– Tammie & Brandon Begotka, Owners, Waterford Stillhouse



## Respect & Trust

Our banking partnerships are built on two very important foundations, respect and trust. We understand that without these two fundamental ingredients, a successful banking partnership is impossible. We also understand that both elements are hard to earn and easy to lose. Our commitment to our customers is to make sure we're earning their respect and trust every day.

### Partnership Spotlight | Waterford Stillhouse

Waterford Stillhouse is a family-owned micro-distillery located in the heart of Waterford, Wisconsin. Owned and operated by local entrepreneurs and local community enthusiasts, Brandon & Tammie Begotka, Waterford Stillhouse is one of the smallest distilleries in Wisconsin, and the first to open in Racine County since Prohibition.

“CSB helped us in many ways... First off, our local banker, Nick Borth was able to assist with our mortgage to purchase the building in 2019. In 2020, our distillery plans were put on hold because of COVID, and we transformed our original vision into a production facility to make hand-sanitizer.”

“In 2021 Nick was once again instrumental in helping us transition from making hand-sanitizer back to our original dream; making super-small batches of premium spirits and cocktails made by hand with love.”

“Without the help of CSB to secure start up funds to purchase equipment, barrels, and tasting room related fixtures, we would not have been able to do what we were able to accomplish. The entire CSB team made the process approachable and seamless.”

– Tammie Begotka  
Owner, Waterford Stillhouse



# Timeline: The CSB Story

On September 15, 1903 seven stockholders met to reestablish the bank, to be incorporated as the State Bank of Union Grove. The bank opened its doors on September 24, 1903 at 1023 Main Street. Four days later the state commissioner of banking made it official when he signed and issued the bank's charter on September 28, 1903.

**1903**

On Sunday, September 14, 1969 State Bank of Union Grove moved to their brand new building located on the corner of 12th and Main Street.

**1969**

In April of 1983 State Bank of Union Grove opened its third office location, this time in the town of Rochester, WI. Because of the expansion, the bank was officially renamed Community State Bank (CSB).

**1983**

In 1998 CSB continues to expand its branch network, opening a new facility in Waterford, WI.

1999 ushers in CSB's first virtual branch when the bank launches its first website: [communitystatebank.net](http://communitystatebank.net).

**1998 | 1999**

CSB opens new branch office in Burlington, WI.

**2004**

CSB exceeds \$300 million in total assets for the first time.

**2012**

In 2018 CSB's main office location in Union Grove undergoes an extensive remodel. The renovation included the addition of Shepherds Community Café and two community rooms.

CSB also establishes a permanent office in Lake Geneva, WI.

**2018**

CSB Celebrates 125th Anniversary. Since 1898 CSB has been serving the communities of Southeastern Wisconsin

CSB will open a new Waterford, Wisconsin branch facility in the fall of 2023. The new office anchors the corner of East Main St. and North Milwaukee Ave. near Waterford's historic downtown.

**2023**

**1898**

John Blakey, a Union Grove grain mill operator, organized a group of mostly local investors to start a private bank in Union Grove. The Bank of Union Grove commenced business in a small one-room brick building located at 1055 Main Street on July 18, 1898.

**1933**

In October of 1933 the State Bank of Union Grove successfully applied for FDIC membership.

**1972**

In 1972 the State Bank of Union Grove opened its first branch office in Kansasville, Town of Dover, WI.

**1995 | 1996**

In 1995 bank assets exceed \$100 million for the first time. In October 1996 CSB hosts a grand opening of their new facility located at 1500 Main Street, Union Grove, WI.

**2001**

CSB opens first banking branch outside of Racine County in Paddock Lake, WI.

CSB exceeds \$200 million in total assets for the first time.

**2009**

To better serve the communities of Racine, Mt. Pleasant and Sturtevant, CSB builds stand-alone facility in Mt. Pleasant, WI.

**2020 | 2021**

In June 2020, despite the challenges of the COVID-19 pandemic, CSB opens its second branch in Kenosha County, this time in the city of Kenosha, WI.

CSB also launches a new website that focuses on a better user experience, simple financial tools, and a more secure domain: [CSB.bank](http://CSB.bank).

In 2021 CSB surpasses \$600 million in total assets.





# Proudly Serving Southeast Wisconsin



## Kenosha County

**Paddock Lake**  
25360 75th Street  
Salem, WI 53168

**Kenosha**  
8304 75th Street  
Suite 100  
Kenosha, WI 53142

## Racine County

**Burlington**  
308 Bridge Street  
Burlington, WI 53105

**Mt. Pleasant**  
8930 Washington Avenue  
Racine, WI 53406

**Union Grove**  
1500 Main Street  
Union Grove, WI 53182

**Waterford (New Facility)**  
500 East Main Street  
Waterford, WI 53185

## Walworth County

**Lake Geneva**  
200 Interchange North  
Lake Geneva, WI 53147

# Client Focused Wealth Management

CSB Wealth Management focuses on you and the unique set of financial circumstances you and your family face. Getting to know you and understanding your personal needs allows us to create a customized wealth management strategy aligned with your short- and long-term objectives. By building a lasting, personal relationship with you, we're able to help you anticipate needs and plan for the future.



**Sara Putz**  
**CSB Wealth Management**  
Vice President  
LPL Financial Advisor  
1500 Main Street  
Union Grove, WI 53182  
Cell: (262) 705-4596  
Office: (262) 864-2354  
sara.putz@lpl.com  
csb.bank

## CSB | WEALTH MANAGEMENT

Community State Bank (Financial Institution) provides referrals to financial professionals of LPL Financial LLC ("LPL") pursuant to an agreement that allows LPL to pay the Financial Institution for these referrals. This creates an incentive for the Financial Institution to make these referrals, resulting in a conflict of interest. The Financial Institution is not a current client of LPL for advisory services. Please visit <https://www.lpl.com/disclosures/is-lpl-relationship-disclosure.html> for more detailed information.

Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. Community State Bank and CSB Wealth Management are not registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using CSB Wealth Management, and may also be employees of Community State Bank. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, Community State Bank or CSB Wealth Management. Securities and insurance offered through LPL or its affiliates are:

NOT INSURED BY FDIC OR ANY OTHER  
GOVERNMENT AGENCY

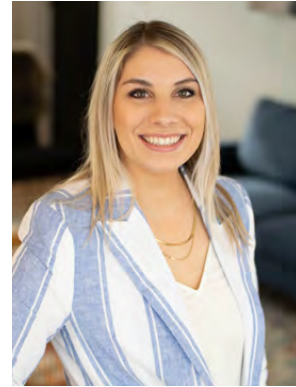
NOT COMMUNITY STATE  
BANK GUARANTEED

NOT COMMUNITY STATE BANK  
DEPOSITS OR OBLIGATIONS

MAY LOSE VALUE



# Customer Experience



**Katie Stolp**  
Vice President  
Chief Operations Officer

At Community State Bank we're always researching ways to improve our customers' overall experience. Whether it's through opening a new checking account online, downloading the CSB Simple Banking App, or visiting one of our offices, we want your experience to be simple, efficient, and personal.

As a community bank it's important to us that our customers receive great local service, while still receiving the best products and services to create a better banking experience.

## Meet "Cruiser"

Community State Bank (CSB) is pleased to introduce "Cruiser", a 1959 Shasta Camper that has been converted into a community staple.

Community State Bank worked closely with Evolve Concepts to fully renovate and brand the camper. Evolve Concepts is an experiential marketing company located in Sturtevant, Wisconsin that specializes in building interactive and innovative marketing projects that are featured at nationwide events. (More about Evolve on page 20.)



## Thank You!

For the bank's 125th anniversary, CSB's main focus was thanking our customers, our communities, and the CSB team. Cruiser fit the bill for this quite nicely. With the addition of two commercial freezers and a generator, Cruiser transformed into an ice cream celebration on wheels.

Piloted by Senior Vice President, Neil Buchanan and CSB Crew Captain Nate Buchanan, CSB (and Cruiser) set out to say "Thank You" to our customers and our communities by delivering literally truck loads of ice cream treats to local businesses, festivals, and community events; and will have handed out over 15,000 ice cream treats! Who doesn't love ice cream for a celebration?

CSB would like to say a special "Thank You" to Evolve Concepts and Ray Alderman & Sons Inc. for helping make Cruiser and the ice cream treat delivery possible.





## Building Partnerships



**Steve Donovan**  
Executive Vice President  
Market President (Mt. Pleasant)

Community State Bank believes strongly in the importance of developing partnerships by connecting people and businesses in the communities we serve. Over the years, CSB has worked to build connections throughout Southeast Wisconsin. Specifically focusing on Racine, Kenosha, and Walworth counties.

These connections span from for-profit businesses, real estate development, non-profit organizations, and governmental agencies.

Our partnership based banking model has been successful because it focuses on availability, flexibility, fair pricing, and low fees.

For CSB, helping an individual, an organization, or a business is not one-dimensional. It's not just about doing business. It is about "Providing Opportunity" and helping local business owners and our communities succeed.



### Partnership Spotlight | Topper Industrial

"I have been a customer of Community State Bank since I was in high school. CSB has always treated my family well and we've built a great relationship over the years. They've always been willing to assist us with our personal and business needs, and provide creative solutions when needed."

— Ryan Brown  
President, Topper Industrial



### Partnership Spotlight Continued | Topper Industrial

Topper Industrial was incorporated in 1994 by Ed Brown and is located in Sturtevant, Wisconsin. The company was initially created to be a custom metal fabrication and weld shop and quickly became one of the world's leading cart manufacturers. Topper's material carts are used throughout North America by many, if not all, automotive assemblers and suppliers. In 2010, Ryan Brown, Ed's eldest son, became President of Topper Industrial. The business remains family owned and operated now for over 20 years.





# Local Ag Banking

**We live it. We love it.**

As experienced farmers and financial experts, the CSB Ag Team is ready to help your operation succeed and grow. Our team knows first-hand the challenges your operation may face. We offer all of the tools, knowledge and products you need to succeed... all under one roof.

Our support of the local ag community extends beyond financial. CSB volunteers hundreds of hours every year at county fairs, farm breakfasts, and 4H and FFA events.



**Dave Moyer**  
Senior Vice President  
Market President (Union Grove)  
Ag Banking Director  
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dmoyer@csb.bank



**Brian Lois**  
Ag Relationship Coordinator  
Direct: (262) 864-2355  
blois@csb.bank



**Partnership Spotlight | Malchine Farms, Inc.**  
Malchine Farms, Inc. was homesteaded in 1854 and is a 7th generation family farm located in Waterford, Wisconsin. The farm, currently operated by Kevin Malchine, Michael Malchine, and Ryan Malchine, specifically specializes in cash crops including corn, soybeans, and wheat. The farm has now been in operation for almost 170 years.

“Community State Bank has been on our radar forever. I’ve had accounts at CSB for some time, but fully switched our ag relationship to CSB in 2021. Dave Moyer, along with the Waterford location have been great to work with. Working with a community owned bank that works hard to better the communities they serve is very important.”

– Kevin Malchine  
Owner, Malchine Farms, Inc.



## Building Community



**Robert Pieroni**  
Vice President  
Market President  
(Kenosha County)

Our name says it all. At Community State Bank we focus on making our communities better places to live, work and do business. We do this by encouraging our employees to donate their time and talents at community events, serving on local boards, and giving back to local non-profit organizations.

Did you know that our offices are staffed to serve your unique community? Each of our Community State Bank locations have a Market President and Retail Manager that know and understand their community.

At the beginning of each year, our team collaborates to brainstorm and research the best ways to support the market area. Our CSB Crew then works together to volunteer at community events and support local non-profit organizations all over Southeast Wisconsin. CSB is always searching for ways that we can give back, because we love our communities... just like you.



### Employee Donation Program #Gift2Giving

CSB recently completed our 4th year of #Gift2Giving. Each CSB employee was presented with \$150 to donate back into the communities of Racine, Kenosha, and Walworth counties. We're very proud to announce that 100% of our employees participated in the 2022 #Gift2Giving campaign.

Through bank contributions, and additional individual gifts, the #Gift2Giving campaign has provided over \$74,000 in support to local non-profit organizations Southeast Wisconsin.

You can learn all about the #GIFT2GIVING campaign, and read some of our employees' personal donation stories about the organizations they chose to support by visiting the link below.

Learn more about #GIFT2GIVING at [CSB.bank/gift2giving](https://www.csbbank.com/gift2giving).



### Financial Literacy: MyLIFE & MyLIFE Essentials

MyLIFE (My Local Interactive Financial Education) was developed by CSB as a comprehensive interactive financial literacy program for high school students designed to demonstrate the importance of sound money management skills.

Since the program was launched in 2013 over 8000 students and 6 local schools: Lake Geneva Badger High School, Shoreland Lutheran High

School, Shepherds College, Union Grove High School, Waterford Union High School and Westosha Central High School, have been able to experience the program.

The initiative has been so successful a condensed in-class experience called "MyLIFE Essentials" has been developed for local middle school students.



### A Unique Partnership: Shepherds Community Café

Shepherds Community Café, located in the bank's Union Grove location, is a partnership between Community State Bank and Shepherds College. The venture was launched to create a quality café experience that fosters community, inclusion, and collaboration while training individuals with intellectual disabilities.

The café also features two community rooms. Each room is equipped with WiFi and presentation

screens that connect directly to your laptop. The "Social Room" seats up to 10 guests and the "Club Room" can seat up to 6 guests. Reserving a room for your community group or business meeting can be done online at [MySCCafe.com](https://www.mysccafe.com)!

Learn more about Shepherds Community Café at [mysccafe.com](https://www.mysccafe.com).



### Community Leadership: 100 Women Who Care

Community State Bank organized and hosted the 2nd Annual 100 Women Who Care - Western Racine County event on, February 15th, 2023 at 1841 Farms and Vineyard in Burlington, Wisconsin.

100 Women Who Care is a nationwide initiative that provides women with the opportunity to support non-profit organizations in their community.

Community State Bank also supports additional 100 Women Who Care organizations in Southeast Wisconsin, including: 100+ Women Who Care, Kenosha; and 100+ Women Who Care, Walworth County.

CSB team members are encouraged to participate, organize, and lead initiatives that help develop strong relationships and resource networks for local non-profit organizations.





## Building Our Team



**Kim Ligocki**  
Vice President  
Human Resources Director

From banker to community leader, the employees of Community State Bank wear many hats. At CSB we recognize the importance of making sure our employees are being cared for professionally and personally.

CSB is pleased to offer a competitive, well-rounded, comprehensive benefits package which includes membership in our Employee Stock Ownership Plan (more on that in a second), a wellness program, community networking opportunities, career pathing, and so much more.

We also encourage our employees to think and act like an owner, because they are! The single largest shareholder of Community State Bank are the employees. Part of an employee's compensation are bank funded contributions to the CSB Employee Stock Ownership program or ESOP. When the bank succeeds, everyone succeeds.

Every year CSB contributes 10% of its net profits to the ESOP. In 2021 if you were a fully vested employee, that figure represented a contribution of nearly 15% of your gross wages earned.



## CSB Mortgage Center

Community State Bank has earned the reputation as one of the most flexible and customer-friendly mortgage lenders in Southeast Wisconsin. Our mortgage lending team is on hand to help you when you need them — even on the weekends.

Whether you are purchasing your first home, refinancing your existing home, or searching for your forever home, the local team of experts at the CSB Mortgage Center can help. We have lending solutions designed for every stage of home ownership.



**Michael Fohey**  
Vice President  
CSB Mortgage Center Manager  
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**Kim Terpstra**  
Mortgage Loan Officer  
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kterpstra@csb.bank





# Innovation & Achievement



**Gregory Wall**  
Chief Innovation Officer

Innovation, at its core, is problem solving. That means finding answers to existing problems, anticipating new ones, and implementing strategic solutions that will benefit our customers and our organization into the future.

At Community State Bank our entire team is dedicated to solving problems; always asking “Why?,” “How?,” and “Is there a better way?”

Often times technology can assist in problem solving; helping aid efficiency, adding convenience, and making a complicated task less difficult. But technology alone cannot solve every problem. At CSB our strategy is to pair technology and talented people to provide the best solutions.

As the marketplace changes and banking continues to evolve, we’re committed to providing our customers the flexibility and convenience that technology can offer, while continuing to pair it with a local touch that is uniquely CSB.



## 2022 Highlights

### CSB Launches Team Banking

Does a banker need a branch? That’s a question we’re answering with CSB Team Banking. The CSB Team Banking concept puts the strength, talent, and resources of Community State Bank behind a flexible and dynamic business development program. This concept allows us to provide a personal partnership with your local banker without a traditional local branch structure. Our goal is to provide opportunity to business leaders and make available to them local expertise and unique banking solutions to help their businesses grow and succeed.

### Celebrating 125 Years of Commitment

At Community State Bank we’re proud to announce that 2023 marks the 125th anniversary of CSB. What started in 1898 as a very modest 1-room brick building in Union Grove, WI, has thoughtfully grown into a network of 7 locations serving Racine, Kenosha, and Walworth counties.

We look forward to celebrating this milestone with you soon at a CSB hosted or sponsored event. Our 2023 event schedule will feature: Waterford Grand Opening, Lunch on the Lot, Waterford River Rhythms, Dinner on the Dock, the Racine County Fair, and a long list of other great community events. We might just pop up in your neighborhood with fresh coffee or an ice cream treat to celebrate.

### CSB Awarded Business of the Year

Community State Bank was awarded “Business of the Year” for 2022 by the Greater Union Grove Area Chamber of Commerce. The Business of the Year Award is presented to a local business that has demonstrated economic and business growth, provides dedication to customer service, and is an active member of the community.



### Partnership Spotlight | Evolve Concepts

Evolve Concepts Inc., located in Sturtevant is a purpose-built production company forged by event marketers, fabricators and operators. They believe in the power that experiential marketing possesses in moving audiences to take action. Evolve sets out everyday to be the industry’s most trusted

and forward thinking solutions provider across the spectrum of Live event.

“Community State Bank has been a crucial part of our growth and success as a company. From the beginning of our banking relationship they have looked to support our goals with their many tailored

offerings. The flexibility and adaptability CSB has provided over the years has truly been a game changer for our company.”

– Jesse Harris  
Chief Production Officer &  
Founding Partner at Evolve Companies



## 2022 Financial Review



**Peter Schumacher**  
Chief Financial Officer  
Advisor

2022 proved to be another solid year for Community State Bank. With steady growth in assets, deposits, and loans. Community State Bank ended the year with over \$8.7 million in earnings.

Thanks to our wonderful communities, support from our customers, and the hard work from our dedicated staff, I'm pleased to announce that 2022 was our best financial outcome in the history of the bank.

### Leadership

After 43 years in finance and a decade with Community State Bank (CSB) Chief Financial Officer, Peter Schumacher has announced his intent to retire at the end of 2023. As part of a long term succession plan, CSB is excited to announce the appointment of Bob Findysz to the position of Senior Vice President and Chief Financial Officer.



**Robert Findysz**  
Senior Vice President  
Chief Financial Officer

As Chief Financial Officer, Findysz will be responsible for managing the finances of Community State Bank, which involves strategic planning, making significant decisions relating to the bank's investment strategies, and managing financial activities, including: budgeting, forecasting expenses, and mitigating financial risks for sustainable growth.

## Financial Highlights

### \$37 Million in Deposit Growth

Many financial institutions have seen unprecedented deposit growth over the last two years. Where we believe we are different, is the longevity of these deposits. We've continued to build strong relationships based on respect and trust that can last for generations.

### 12% Revenue Growth

Despite severe economic pressure, CSB had another historically successful year. Earnings for 2022 topped \$8.7 million. A significant portion of those earnings will be allocated to the Employee Stock Ownership Program (ESOP).

### Operational Efficiency

Inflation has touched almost every aspect of the CSB banking operation. Employment costs, including wages and healthcare, have increased dramatically over the last three years. The CSB team continues to focus on innovation and efficiency to keep operational costs consistent in a rapidly changing marketplace.

## 2022 Financial Statement

Values are presented in thousands.

Condensed Statement of Condition	2022	2021
Cash & Due from Banks	\$ 12,892	\$ 30,898
Federal Funds Sold	29,722	28,323
Investment Securities	225,083	212,056
Loans	333,730	326,073
Less: Loan Loss Reserve Account	(6,406)	(7,278)
Net Loans	327,324	318,795
Other Assets	26,141	24,426
<b>Total Assets</b>	<b>\$ 621,164</b>	<b>\$ 614,498</b>
Deposits	602,061	565,042
Other Liabilities	6,231	6,377
<b>Total Liabilities</b>	<b>\$ 608,292</b>	<b>\$ 571,419</b>
<b>Total Stockholder's Equity</b>	<b>\$ 12,872</b>	<b>\$ 43,079</b>
<b>Total Liabilities &amp; Stock Holder's Equity</b>	<b>\$ 621,164</b>	<b>\$ 614,498</b>

For a complete 2022 Annual Disclosure Statement please contact Community State Bank. This financial information has not been reviewed or confirmed for accuracy or relevance by the Federal Deposit Insurance Corporation.

Condensed Statement of Income	2022	2021
Interest on Earning Assets	\$ 20,984	\$ 18,733
Other Non-Interest Income	4,028	3,780
<b>Total Operating Income</b>	<b>\$ 25,012</b>	<b>\$ 22,513</b>
Interest Paid on Deposits & Borrowed Funds	1,117	915
Salaries & Employee Benefits	9,063	8,357
Other Expenses	6,043	5,429
<b>Total Operating Expense</b>	<b>\$ 16,223</b>	<b>\$ 14,701</b>
Income Before Income Taxes	8,789	7,812
Less: Applicable Income Taxes	(12)	(12)
<b>Net Income</b>	<b>\$ 8,777</b>	<b>\$ 7,800</b>





# Cash Management

## An Expert Team to Help Your Business Grow

The Community State Bank Cash Management Team has solutions to help you run your business more efficiently, more profitably, and with more management control.

Our technology-based products can be tailored to your specific business and industry type while allowing you greater flexibility in managing your day to day operations.

When it comes to informative reporting, collections of receivables, disbursements, and the incorporation of banking technology, CSB's Cash Management Team can help you get ahead of the competition and concentrate on what you do best; running and growing your business.



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Cash Management  
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Shoemaker**  
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**Molly Krause**  
Asst. Vice President  
Cash Management  
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# CSB Online | CSB.bank

## Why .bank?

We chose "CSB.bank" because .bank is a trusted, verified, more secure domain for financial institutions. It's created and managed by banking and security experts and provides a solid foundation for us to securely and effectively communicate with our customers. It also ensures secure access to online banking services, which is crucial.

These types of domains are only granted to verified members of the banking industry (anyone can acquire a .com). To maintain a .bank domain, our web developer and host are also required to meet robust security practices and technologies.

## Get Social

For all of the latest news about Community State Bank and all of the interesting things happening in our communities, please follow along through our social media channels.



## Contact Information

**Community State Bank**  
**1500 Main Street, Union Grove, WI 53182**  
**tel: (262) 878-3763**  
**mail: info@csb.bank**  
**web: CSB.bank**



Our success is defined by the **respect** and **trust** placed in us by our communities, employees, and customers.



**CSB.bank**





## 2023 Annual Disclosure Statement

Statement of Condition	2023	2022
<b>ASSETS</b>		
Cash & Due from Banks	\$ 24,164	\$ 43,614
Federal Funds Sold	\$ -	\$ -
Investment Securities Held-to-Maturity	\$ 900	\$ 900
Investment Securities Available-for-Sale	\$ 193,182	\$ 223,182
Loans held for sale	\$ -	\$ -
<b>Loans</b>		
Commercial	\$ 258,522	\$ 244,107
Consumer	\$ 1,798	\$ 1,667
Agricultural	\$ 18,571	\$ 18,030
Real Estate	\$ 70,744	\$ 61,578
Local Municipalities	\$ 7,303	\$ 7,299
Other Loans	\$ 494	\$ 876
Less: Loan Loss Reserve Account	\$ (5,271)	\$ (6,406)
<b>Total Loans</b>	\$ 352,161	\$ 327,151
Other Real Estate Owned	\$ -	\$ -
Building & Equipment	\$ 11,771	\$ 10,241
Accrued Interest Receivables	\$ 2,081	\$ 1,952
Other Assets	\$ 13,827	\$ 13,950
<b>TOTAL ASSETS</b>	\$ 598,086	\$ 620,990
<b>LIABILITIES</b>		
<b>Deposits</b>		
Demand	\$ 185,889	\$ 200,392
Now Accounts	\$ 86,580	\$ 101,938
Savings	\$ 240,982	\$ 261,020
Time	\$ 59,371	\$ 38,711
<b>Total Deposits</b>	\$ 572,822	\$ 602,061
Federal home Loan Bank Advances	\$ -	\$ -
Federal Funds Purchased &	\$ -	\$ -
Securities Sold Under Agreements to Repurchase	\$ -	\$ -
Other Borrowing	\$ -	\$ -
Accrued Expenses	\$ 4,704	\$ 4,773
Other Liabilities	\$ 1,254	\$ 1,284
<b>Stockholder's Equity</b>		
Capital Stock	\$ 249	\$ 249
Surplus	\$ 13,251	\$ 7,251
Undivided Profits	\$ 46,426	\$ 43,066
Net Unrealized Holding Gains (Losses) on Available-for-Sale Securities	\$ (40,620)	\$ (37,694)
<b>Total Stockholder's Equity</b>	\$ 19,306	\$ 12,872
<b>Total Liabilities &amp; Stock Holder's Equity</b>	\$ 598,086	\$ 620,990



<b>Income Statement</b>	<b>2023</b>	<b>2022</b>
<b>Operating Income</b>		
Interest & Fees on Loans & Leases	\$ 18,814	\$ 16,034
Interest Income on Federal Funds Sold	\$ -	\$ -
Interest Received on U.S. Securities	\$ 4,610	\$ 3,901
Interest Received on Municipal Securities	\$ 477	\$ 564
Interest Received on Other Investments	\$ 477	\$ 426
Service Charges & Fee Income	\$ 1,834	\$ 2,339
Other Income	\$ 1,534	\$ 1,700
Net Gains (Losses) on Sale of Securities	\$ (245)	\$ -
<b>Total Operating Income</b>	<b>\$ 27,501</b>	<b>\$ 24,964</b>
<b>Operating Expense</b>		
Interest Paid on Deposits	\$ 5,095	\$ 1,117
Interest Paid on Borrowed Funds	\$ 66	\$ -
Salaries & Employee Benefits	\$ 9,976	\$ 8,937
Building & Occupancy Expense	\$ 1,933	\$ 1,782
Other Expenses	\$ 5,446	\$ 4,339
Loan Loss Provision	\$ 310	\$ -
<b>Total Operating Expense</b>	<b>\$ 22,826</b>	<b>\$ 16,175</b>
Income Before Income Taxes	\$ 4,703	\$ 8,789
Less: Applicable Income Taxes	\$ 106	\$ (12)
<b>Net Income</b>	<b>\$ 4,597</b>	<b>\$ 8,777</b>

<b>Changes in Equity Capital</b>	<b>2023</b>	<b>2022</b>
<b>Capital Accounts</b>		
Total Equity capital at Beginning of the Period	\$ 12,872	\$ 43,079
Net Operating Income for the Year	\$ 4,597	\$ 8,777
Less: Cash Dividends Paid	\$ (1,237)	\$ (4,351)
Change in Net Unrealized Holding Gains (Losses) on Available-for-Sale Securities	\$ (2,926)	\$ (34,633)
<b>Total Equity Capital at Year End</b>	<b>\$ 19,306</b>	<b>\$ 12,872</b>

<b>Non-Accrual Loans</b>	<b>2023</b>	<b>2022</b>
Real Estate Loans	\$ 715	\$ 825
Installment Loans	\$ -	\$ -
Commercial & Other Loans	\$ 2,503	\$ 2,527
<b>TOTAL</b>	<b>\$ 3,218</b>	<b>\$ 3,352</b>

<b>Past Due Loans</b>	<b>2023</b>	<b>2022</b>
<i>Past Due 30 - 89 days and still accruing</i>		
Real Estate Loans	\$ 486	\$ -
Installment Loans	\$ -	\$ -
Commercial & Other Loans	\$ 223	\$ 380
Credit Cards & Related Plans		
<b>TOTAL</b>	<b>\$ 709</b>	<b>\$ 380</b>

<b>Change in Allowance for Loan &amp; Lease Losses</b>	<b>2023</b>	<b>2022</b>
Balance at beginning of period	\$ 6,406	\$ 7,278
Recoveries of loans previously charged-off	\$ 18	\$ 38
Less: Actual loan charge-offs	\$ (1,326)	\$ (910)
Current year provision for loan losses	\$ 310	\$ -
Adjustments	\$ (137)	
<b>TOTAL</b>	<b>\$ 5,271</b>	<b>\$ 6,406</b>