

CITY STATE BANK SPIRIT

Grimes • Indianola • Madrid • Martensdale • New Virginia • Norwalk



PRESIDENT'S LETTER

In reviewing our most recent Trust & Investments department newsletter I was particularly interested in the article from the last page entitled "Quick Facts: Retirement". As I approach my mid-50's it is amazing to me how real the scenarios described in that article, and others I've read, have become for me. Most of my prior experience in this area has always been that of advisor or dealing with a friend or customer of the bank as they toil with the very important life event of retirement. I would certainly advise you, whether you are 25 or 65 to consider some of the following as it applies to you.

Let me provide a quick synopsis of some points from the article I referenced above:

1. According to Aon Hewitts "The Real Deal" 2012 study, an average full-career contributing employee needs 11x pay at the age of 65 (after Social Security) to expect to have sufficient assets to last through retirement. For example, if your salary is \$80,000, you will need to have accumulated \$880,000 by the time you're 65 and ready to retire.
2. In reality, the same employee is expected to have only 8.8x pay in resources at retirement, which translates into a 2.2x pay shortfall. To reuse the example from above, this means you would be \$176,000 short.
3. Only 18% of workers are very confident they will have enough money to live comfortably in retirement (according to the EBRI 2014 Retirement Confidence Survey).

The above, coupled with some of the following statistics about Social Security, certainly highlights the need to take action when it comes to retirement planning. Certainly not with an intent to frighten anyone, but in an effort to make sure we are taking a realistic outlook for Social Security, there are some numbers that we must review. According to the Social Security's website, as of April of 2014:

- By 2033, the number of older Americans will increase from 46.6 million today to over 77 million.
- There are currently 2.8 workers for each Social Security beneficiary. By 2033, there will be 2.1 workers for each beneficiary.

- In 1940, the life expectancy of a 65-year-old was almost 14 years; today it is nearly 20 years.
- An estimated 165 million workers are covered under Social Security.
 - 51% of the workforce has no private pension coverage.
 - 34% of the workforce has no savings set aside specifically for retirement.

Our staff and I feel a great deal of responsibility as community bankers to inform our customers about retirement. I want to be sure that you are thinking about it and planning for it early enough to make a difference. As you know, we also have a Trust & Investments department here at the bank. I urge you to speak with one of our financial planning professionals. Whether you are just getting started on a retirement plan, or would like them to look your current plan and make sure that you are on the right path, please give them a call.

If you would like to receive an emailed version of our Trust & Investments newsletter in its entirety, please contact Amy at adohlman@citystatebank.com to be added to the list.

As always, I thank you for your business and the trust that you have placed in us at City State Bank. We know you have many choices when it comes to banking, and we are honored that you have chosen us.

Sincerely,

Steve Albrecht

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SPIRIT. DRIVE.
RELATIONSHIP.





SPIRIT. DRIVE.
RELATIONSHIP.

LOOK FOR US AT THE DES MOINES HOME SHOW!

LOCATION: The Ridge at Echo Valley
Norwalk, Iowa

Prices: Adults: \$10
Children age 5-12: \$5
Children under 5: Free

- Saturday July 12: 10:00am – 9:00pm
- Sunday July 13: 10:00am – 8:00pm
- Thursday July 17: 4:00pm – 9:00pm
- Friday July 18: 1:00pm – 9:00pm
- Saturday July 19: 10:00am – 9:00pm
- Sunday July 20: 10:00am – 8:00pm
- Thursday July 24: 4:00pm – 9:00pm
- Friday July 25: 1:00pm – 9:00pm
- Saturday July 26: 10:00am – 9:00pm
- Sunday July 27: 10:00am – 6:00pm

HOMESHOW EXPO 2014



MyPic DEBIT CARD

City State Bank is excited to provide this new personalized card service to our debit cardholders. It allows you to create a personalized debit card featuring a **personal photo of your choice** or select an image from our gallery. Choose a photo of your family, friends, children, grandchildren, a pet, or of your favorite vacation spot. It's Your Card and Your Style!



Customizing your card is simple. You just upload your image and have the ability to rotate it, shrink it, enlarge it, flip it and even preview it before you place the order. There is a MyPic issuance fee of \$15.00 per card ordered (plus applicable state or local sales tax) for this service.

For terms and conditions, more information, or to order yours now...simply go to www.citystatebank.com, click on 'Personal' at the top and then choose 'Personalized Photo Debit Cards'.

PRODUCT FOCUS: OVERDRAFT PRIVILEGE



At times, unanticipated expenses or unforeseen problems can leave you with too little cash in your checking account. Having a check returned due to insufficient funds can be a costly, inconvenient and potentially embarrassing experience.

At City State Bank, we do not encourage overdrafts. As always, we encourage you to manage your finances responsibly. However, we want to save you from the additional merchant fees and possible damage to your credit history that might result if a check is returned. That is why we provide 'Overdraft Privilege,' a special service for City State Bank's checking customers.

Overdraft Privilege is a discretionary service that is provided to eligible accounts. Your account will have a limit that you are allowed to overdraw, provided your account is in 'good standing'. (For example, we typically do not pay overdrafts if your account has not been positive within the last 30 days, you are not making regular deposits, or you have a past due loan, garnishment, or levy). Transactions will be approved, up to this limit, even if you do not have sufficient funds in your account. Please be aware that this is intended for inadvertent or occasional use, such as a balance miscalculation or unexpected expense. You are encouraged to setup an automatic transfer from a savings account as a first line of defense against overdrafts.

Overdraft Privilege is automatically provided to eligible accounts and there is no charge unless you use the service. If you do not overdraw your account, you will never be charged an Overdraft or Return Item fee. If you prefer not to have Overdraft Privilege on your account please call 515-981-4234 and we will remove it.

If you want to have Overdraft Privilege cover ATM and everyday debit card transactions in addition to checks and ACH items, YOU MUST OPT IN.

How do you Opt In? Just call or stop in to your local branch and let us know. Have peace of mind knowing ODP is there if you need it!

Subject to bank discretion. Overdraft charge of \$25 per item imposed for overdrafts created by checks, in person withdrawals, ACH, Point-of-Sale, ATM withdrawals or by other electronic means. Payment of your overdraft is discretionary and we reserve the right not to pay. For example, we typically do not pay if your account is not in good standing, you are not making regular deposits, or you have too many overdrafts. Overdraft Privilege balances must be paid within 30 days. The bank has the right to require payment to bring the account current immediately after an overdraft.

CUSTOM HOME CONSTRUCTION LOAN SPECIAL

Thinking about building a new home? This is one special you won't want to miss!
Stop in today and talk to one of our lenders to get started.

3.75% Rate

5.96% APR*

Grimes:	515-986-2265
Indianola:	515-961-7000
Madrid:	515-795-3807
Martensdale:	641-764-2265
New Virginia:	641-449-3314
Norwalk:	515-981-4234



*Rate available to consumer or builder for custom home construction. APR based on loan amount of \$200,000 with a 20% down payment, 8 monthly interest payments estimated at \$318.49 per month with a final balloon payment of \$200,318.49. Actual monthly payments of accrued interest are calculated on the amount of credit outstanding and the final payment will depend upon payment record (does not include taxes or insurance so actual payments may be greater). \$1,000 origination fee and customary closing costs. Maximum loan to value is 80% of appraised value. Credit qualifications apply. Limited time offer. Rates and terms subject to change.

CSB SUMMER EVENTS

JUNE:

- Wednesday, June 4: Indianola Chamber Golf Outing - we'll be sponsoring a hole
- Saturday, June 14: Grimes Governors Days - Join us after the parade in the Grimes bank parking lot for FREE ice cream sundaes!
- Monday, June 16: Norwalk Chamber Golf Outing - we'll be sponsoring a hole
- Friday, June 27: Madrid Community Appreciation BBQ (11 am-5 pm)
Celebrating 80 years in Madrid!

JULY:

- Thursday, July 3: Norwalk's Party Before the Works at Kelly Cortum, Inc., we are a sponsor!
- Friday, July 4: Norwalk 4th of July Celebration (look for us in the parade)
- Saturday, July 12: New Virginia Old Settlers Days (look for us in the parade)
- Friday, July 18: Root beer floats served in all locations from 4-6 pm
- Tuesday, July 22: Warren County Tractor Ride - we will be serving the afternoon snack
- July 25-August 2: Indianola National Balloon Classic (we're a sponsor)

AUGUST:

- Tuesday, August 12: Madrid Teachers Breakfast
- Thursday, August 14: M St. M Teachers Breakfast
- Friday, August 15: Norwalk Teachers Breakfast
- Friday, August 15: Indianola Teachers Breakfast
- Monday, August 18: Dallas Center-Grimes Teachers Breakfast
- August: I-35 Teachers Breakfast



2ND QUARTER DONATIONS

- American Cancer Society Relay for Life
- Child Abuse Council
- DC-G Girls Basketball
- DC-G Little League
- Ducks Unlimited
- Gerry Allen Park Truck Pull
- Grimes Fire Department Pancake Breakfast
- Grimes Governors Days Fun Run
- Grimes Kiwanis Easter Egg Hunt
- I-35 Dollars for Scholars
- Iowa Lions Foundation
- Iowa Prayer Breakfast
- Leukemia & Lymphoma Society
- Madrid Action Committee
- Madrid Labor Day Car Show
- Mid Iowa Boy Scouts of America
- Milo 4th of July Celebration
- MStM Softball
- National Balloon Classic
- National Wild Turkey Federation
- New Virginia Old Settlers Days
- Norwalk Easter Library Summer Reading Program
- Norwalk High School Soccer
- Norwalk PTO Fun Night
- Norwalk Watch DOGS
- Roadrunner Little League
- Warren County Fair
- Warren County Historical Log Cabin Days
- Warren County Saddle Club

MISSION STATEMENT

The City State Bank Spirit drives us to provide service and solutions exceeding customer expectations.



Teach Children to Save Tours

April was 'Financial Literacy Month' with Friday, April 11th marking 'Teach Children to Save' day. To commemorate the event, City State Bank was proud to welcome nearly 1,000 elementary children to tour our locations throughout the week. The kids were able to see the machines the bank uses, including the coin counter, coin roller, bill counter and, the VERY popular, drive through. The tours concluded with what seemed to be the highlight...ice cream!



RuNorwalk

The 14th annual RuNorwalk took place on Saturday, May 10th with nearly 300 participants this year and perfect weather. The event showcases the town of Norwalk with a run/walk through the community and is sponsored by the Norwalk Chamber, Anytime Fitness and City State Bank. A Kid Fun Run is also held, sponsored by Norwalk Family Dentistry. Bank employees were waiting at the finish line to hand out water, Gatorade and bananas to all of the participants.



Jan Sparks (L) and George Meinecke (R) help out at the RuNorwalk event.

Grimes Governors Days

Saturday, June 14th at 10 am marked the start time for the Grimes Governors Days parade. Afterwards, Grimes residents stopped by the bank as City State Bank employees served up free ice cream sundaes in the bank parking lot.



Wall of Heroes

City State Bank would like to thank all those that brought in military photos of their family and friends serving our country. It was very humbling to see our wall fill up and many of our locations will continue to display the entries through July 4th. If you have not gotten a chance to turn in a photo yet, please do so as we would love to add it to our heroes for this year and will continue to put them up again next year to mark Memorial Day. City State Bank is proud to honor our service men and women and we thank you for your service!



Just a few of the many entries at the Norwalk location.

CONTACT INFORMATION

Grimes
100 NE Jacob Street
Grimes, IA 50111
515-986-2265

Indianola
1510 N. 1st St.
Indianola, IA 50125
515-961-7000

Madrid
105 E. 2nd St.
Madrid, IA 50156
515-795-3807

Martensdale
368 N. Hwy 28
Martensdale, IA 50160
641-764-2265

New Virginia
501 West St.
New Virginia, IA 50210
641-449-3314

Norwalk Trust & Investments
1104 Sunset Dr., Suite B
Norwalk, IA 50211
515-981-1400

Norwalk
801 Main St.
Norwalk, IA 50211
515-981-4234