

CITY STATE BANK SPIRIT

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



PRESIDENT'S LETTER

The old adage "a cashier's check is as good as cash" is no longer the truth. In fact, banks and consumers are experiencing high levels of fraudulent activity via internet sales scams, excess fund scams, lottery scams, and mystery shopper scams. A cashier's check is where funds are set aside in a special account at the bank, which are to be used to cover the check when presented to the bank for payment. It is very difficult for consumers and banks to determine if a cashier's check is genuine or counterfeit because fraudsters combine the best in technology to produce legitimate

appearing checks with efficient, well laid plans to defraud. These plans normally include forcing quick, irrational decisions on the part of consumers and bankers to cash or wire the funds to third party fraudsters.

So how can you protect yourself from fraud schemes involving cashier's checks? The Iowa Bankers Association offers the following tips for consumers:

- 1) Accept a cashier's checks only for the amount of your selling price. Never agree to the excess funds scam where you agree to wire some of the money to a third party.
- 2) Beware if the seller asks you to send money quickly or attempts to rush the transaction. Banks often take 10-14 days after you deposit the cashier's check to determine if a cashier's check is counterfeit. Do not ship the goods or spend the funds until 14 days after you deposit the cashier's check unless you are certain the check is legitimate.
- 3) Take the cashier's check to the bank on which it is drawn if possible and ask them to determine its authenticity. If you cannot, take it to their bank, at least make a call and ask them if they issued a cashier's check for your buyer.
- 4) Know who you are doing business with. Ask for bank references to verify their previous dealings and verify their name, address, phone numbers.
- 5) Talk to your bank if you are suspicious about the authenticity of any item you are depositing. Your bank can attempt to verify its authenticity by calling the issuing bank.
- 6) Consider doing a background check on your buyer or seller to make sure they are not involved in lawsuits. Many people make a living on trying to defraud innocent people.
- 7) If you receive a letter informing you that you have won the lottery (often foreign lottery) or you are the beneficiary of someone's estate – beware! The letter states you need to pay a processing or transfer fee before you can receive your winnings, but a cashier's check is enclosed to cover this cost on your behalf, all you have to do is deposit the check and wire the funds. This is a scam and can often be uncovered by discussing this with your banker or contacting the local police or state fraud division.
- 8) You receive a letter informing you that you have been selected as a mystery shopper. The letter includes a cashier's check that you are instructed to deposit and use to purchase merchandise at selected stores, wire a portion to a third party and keep the remainder. Again, discuss with your banker, local police, or state fraud division.
- 9) Be cautious! If it seems to be too good to be true, it probably is!

Sincerely,

Steve Albrecht

INSIDE THIS ISSUE

- Upcoming Bank Events
- Welcome Brett Draper
- City State Bank Insurance in Grimes
- Time to Renew Your Insurance?
- Des Moines Home Show Expo Coming to Norwalk
- Wall of Heroes
- 1st Quarter Donations
- CSB Events from Last Quarter

**SPIRIT. DRIVE.
RELATIONSHIP.**





SPIRIT. DRIVE.
RELATIONSHIP.

UPCOMING BANK EVENTS

- **April 15:** Stop by for the New Virginia Easter Egg Hunt on Saturday, April 15th at 10 am. City State Bank is proud to donate treat bags for all of the participants.
- **April 17-21:** We will be giving bank tours to local elementary classes throughout the week, in honor of 'Teach Children to Save' day, which is on Friday, April 28th.
- **May 13:** RuNorwalk - Sign up now to participate in the annual RuNorwalk event, which includes an 8k run, 5k run, 5k walk, and a Kids Fun Run. The event is sponsored by City State Bank, the Norwalk Chamber and Anytime Fitness. Look for our employees at the finish line where we will be handing out Gatorade, water and bananas. To enter, or for more information, contact the Norwalk Chamber Office at 515-981-0619.
- **May 29:** Memorial Day Observed- Bank Closed
- **June 8-10:** Grimes Governors Days-Join us in the Grimes bank parking lot after the parade for FREE ice cream sundaes on Saturday, June 10th.



WELCOME BRETT DRAPER

City State Bank is pleased to announce our newest employee, Brett Draper, Vice President. Brett is a Residential & Small Commercial Lender and will be managing the Residential Mortgage department. He comes to us with 25 + years of management experience in mortgage banking, real estate sales and development. Brett is a native of Grimes and lives in Urbandale with his wife, Chrissy, and their 2 sons, Chris and Brandon. He enjoys fishing, golfing and coaching his kids' sports activities. Brett will be based out of our Norwalk Trust and Investments office. We are thrilled to welcome him to our team. Please feel free to contact Brett for all your banking needs at 515-981-1246 or bdraper@citystatebank.com.

CITY STATE BANK INSURANCE IN GRIMES

City State Bank is pleased to announce that, effective February 1, 2017, Petersen & Petersen Insurance Agency Inc. in Grimes has merged, and will now operate as City State Bank Insurance Services.

The agency began in Grimes in 1967 by Kenneth Petersen Sr. and his brother, Leroy Petersen. In 1973, after graduating from UNI, Ken Petersen joined his father in the insurance industry. They have long been a valued member of the Grimes community and have grown over the years due to trusted relationships and referrals within the community. Ken Petersen, owner of Petersen & Petersen, and a long-time board member of City State Bank, will continue to work at the Grimes location, along with Jane Evans. Ken shares the same values and standards that we strive for and has a long-established tradition of excellent customer service. They are a welcome addition to our Insurance Services and we are excited to have another location to better serve our customers.

City State Bank Insurance Services in Grimes is located at 219 SE Main Street. Please feel free to contact Ken at kpetersen@citystatebank.com or Jane Evans at jevans@citystatebank.com, or you can reach them at 515-986-3306 for all of your insurance needs.



Above: Jane Evans and Ken Petersen



INSURANCE SERVICES



LIVE LIFE FULLY COVERED

Time to renew your insurance? Give us a call first.

Grimes
219 SE Main Street
515.986.3306

Norwalk
1037 Sunset Drive
515.981.0434

Madrid
316 S. Kennedy
515.795.5112

AUTO > HOME > HEALTH > LIFE > FARM AND RANCH > GROUP LIFE > GROUP HEALTH > BONDS > COMMERCIAL BUSINESS

* Not a deposit. Not FDIC insured. Not insured by any federal government agency. Not guaranteed by the bank. May go down in value.

HOMESHOWEXPO

Join us for the
2017 HomeShowExpo at:

THE ESTATES ON THE RIDGE

NORWALK, IOWA

July 14 - 30, 2017



ECHO VALLEY
COUNTRY CLUB



COPPOLA
ENTERPRISES



Wall of Heroes

City State Bank is proud to honor our service men and women and will have a "Wall of Heroes" on display from Memorial Day through the 4th of July.

Would you like to have someone included?

Past or present, please bring a military photo of them to City State Bank (to be copied and returned immediately).

Then fill out a form including:
Name • Branch of Service • Rank (if desired) • Date of Service • Place

Previous entries will also be on display and do not need to be re-submitted.



1ST QUARTER DONATIONS

- Boone County Cattlemen
- DC-G After Prom
- DC-G Dance Marathon
- DC-G Education Foundation
- DC-G Little League
- Easter Seals of Iowa
- Heart of Iowa Habitat for Humanity
- I-35 Roadrunner Baseball
- I-35 National Honor Society
- I-35 Little League
- Indianola Dollars for Scholars
- Indianola Police Department - Back the Blue
- Mid-Iowa Boy Scouts of America
- Mount Ayr: Ayr Days
- MStM Football
- Norwalk High School Basketball
- Norwalk Lions Club
- Norwalk Party Before the Works
- Pheasants Forever
- Ringgold Cattlemen
- RuNorwalk
- Warren County Habitat for Humanity
- ZaGaZig

MISSION STATEMENT

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



TRUST & INVESTMENTS



ROLLOVER.

Good Investment.

Benefits of rolling over your old 401k to City State Bank Trust & Investments:

- Greater investment flexibility
- Manage more of your retirement funds in one place
- Keep your retirement savings tax advantaged
- Ongoing investment management of your portfolio
- Access to comprehensive financial planning

Not changing careers but want to take advantage of the above benefits? We can help you roll over your existing IRA accounts.

Call Chad Stevens or Charlie Ochanpaugh at 515-981-1400 Or Call Wade Lawrence or Bryce Block at 515-986-2265.

Not FDIC insured. Not deposits or other obligations of bank and are not guaranteed by bank. Are subject to investment risk, including possible loss of principal.

COMMUNITY READS DAY

Several members of the Grimes business community donated their time on Thursday, March 2nd. Volunteers, including City State Bank's Melanie Knoll, visited the South Prairie Elementary School classrooms in Grimes to participate in 'Community Reads Day.'



APRIL IS FINANCIAL LITERACY MONTH

Strong financial skills are as important to your child as good nutrition and exercise. When your child knows how to handle money confidently, they will make better decisions as they get older that will have a positive impact on nearly every aspect of their lives. Using everyday situations as teachable moments, you can build on your child's knowledge from pre-k to college.

Here at City State Bank, we have student checking and savings accounts to help your child learn to manage their money. It is never too early (or too late) to get started. Stop in today!



Remember: Friday, April 28th is Teach Children to Save Day!

CONTACT INFORMATION

Grimes

100 NE Jacob St
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

Norwalk

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

Martensdale

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

Mount Ayr

103 W. South St.
Mount Ayr, IA 50854
641-464-3555

New Virginia

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

Trust & Investments*

1104 Sunset Dr., Ste B
Norwalk, IA 50211
515-981-1400

Insurance Services**

1037 Sunset Drive
Norwalk, IA 50211
515-981-0434
.....
316 S. Kennedy Ave
Madrid, IA 50156
515-795-5112
.....
219 S.E. Main Street
Grimes, IA 50011
515-986-3306

* Not FDIC insured. Not deposits or other obligations of bank and are not guaranteed by bank. Are subject to investment risk, including possible loss of principal. **Not a deposit. Not FDIC insured. Not insured by any federal government agency. Not guaranteed by the bank. May go down in value.