



OUR NEIGHBOR CONNECTION NEWSLETTER

Citizens Helps Businesses Foster New Ideas Every Day



*Jason Winter
President*

At an economic development meeting at city hall I attended recently, the topic of food trucks came up. Several in the meeting were interested in attracting more food trucks to the area. The discussion changed to how someone starts a food truck business and eventually morphed into what resources are available to guide people starting a food truck business.

I listened intently, curious what people would say. As others brainstormed how the city could help, the person sitting next to me tapped me on the shoulder and whispered, “isn’t that what you do every day?” I nodded. Citizens State Bank has in fact helped multiple local food truck startups over the last several years.

Loan officers at Citizens State Bank can and do provide a lot more than just financing options. Every day we have someone enter the bank with an idea to either start a new business or expand an existing business. Our loan team has the expertise to help them explore their potential opportunity. That may involve helping with a business plan, cash flow projections, or simply asking questions they haven’t thought of yet.

While I realize all banks may not have the local, knowledgeable staff that takes the time to work through these things with customers, I believe our customers are in good hands at Citizens State Bank.

Through the years, we have set up strategic partners to make Citizens State Bank the place where businesses can find expertise and resources others don’t bother to offer.

One of those resources is Amplio, who recently recognized Citizens CEO Perry Forst as its SBA 504 Lender of the Year. While he isn’t the only one at the bank who handles U.S. Small Business Administration (SBA) loans, Perry was recognized as the lender who closed the most SBA 504 loans with AMPLIO in the state last year.

So what is Amplio?

Amplio is a non-profit whose mission is to help small businesses obtain financing for job creation, to fund business expansion and to promote economic development. They are certified by the SBA to provide fixed rate, low interest loans for the purchase of real estate and machinery/equipment. Amplio helps prepare government loan applications, pre-screens loans for the government, prepares the paperwork at no charge to the borrower, and services the loan on



Citizens State Bank CEO Perry Forst was recognized as the 2020-21 Amplio 504 Lender of the Year May 12 during the organization’s annual meeting in St. Paul. The picture includes Citizens State Bank Norwood Young America Senior Vice President Dan Traxler, Forst, Amplio Business Development Officer Scott Hoeschen, and Citizens State Bank President Jason Winter.

behalf of the government.

Citizens State Bank provides a business loan secured by a first mortgage. Amplio originates a second mortgage loan with an SBA guaranty that has low fixed rates with a term up to 25 years. This combination financing package is designed to help the business retain and create jobs. It is one of the great resources we have for our customers.

Our lending decisions are made right here in Norwood Young America. We believe it is a distinct advantage for businesses when they collaborate directly with our loan officers. Most of our competitors ship loan information off to an impersonal committee in a different city, county or state. Personal understanding and insight is lost when lending decisions are made “out-of-town.”

Citizens State Bank and its knowledgeable loan staff are the community’s top resource for all things business. We are dedicated to creating experiences that inspire our customers to recommend Citizens State Bank to their friends and neighbors. And it happens every day!

Person to person. Neighbor to neighbor. Yesterday, today and tomorrow.

www.CitizensStateBankNYA.com

Staying the Course



Matt Brakefield
Investment Representative

The market turmoil has made for a difficult year thus far for investors for sure. With record inflation, rising rates, covid, supply chain issues, geopolitical concerns, societal unrest and on and on it can be tough to know where to turn. Many people in this situation bring out the old mantra of just putting it in the mattress! My goal today is to encourage you to do more than that.

There are so many products out there in the financial universe just like there are so many different people. Rest assured if there is a financial need to be filled there is also a product that suits that need. That is why as advisors we need to listen first and recommend after.

Due to specific details on products and the disclosure requirements I am unable to go through specific items. Please write down your primary needs in an investment product and really think it through. Once you know the qualities you are most desiring set up a time to meet me and we can discuss some good fits and get you thoroughly educated.

If you currently own stocks, bonds, etfs, mutual funds the best general advice is to review your portfolio and for the most part stay the course! A depressed person selling depressed securities is 100% sure they will lose money.

I'd be happy to talk you off of your investing ledge. Call or email to set up a time to discuss this or any other financial/retirement topics 952-467-3276 mattbrakefield@cambridgesecure.com



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Ag Lenders at Work for You!

Citizens State Bank understands the issues involved in a farming operation. Whether it is a traditional loan for operating expenses, machinery, and land purchase or our Farmer Mac program, we tailor each loan to your needs.

Through the Farmer Mac program, our ag lenders have the ability to assist farmers by offering low, fixed-rate mortgages with terms of 10 to 30 years.

The Farmer Mac program allows Citizens State Bank to lend to all farm types, has no minimum loan size, and has a maximum loan amount of \$9 million secured by real estate.

Citizens is committed to the farming industry by providing top-notch service. Ag lenders Jason Winter, Bruce Mathwig and Dan Traxler provide individualized solutions and local decision making with flexibility to work with farmers as their needs change.

Stop in, call or email Jason, Bruce or Dan. They would be happy to discuss options and possibilities for you and your farming operation.

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CSB Celebrates Dairy Day



Citizens State Bank celebrated Dairy Day on June 16. Pictured, Carver County Dairy Princess Maia Klaustermeier visits with bank visitors who also enjoyed ice cream cups and seeing the farm animals.

In addition, winners of Bongards Cheese were Anna Karels, Mary Wilson, Randy Feltmann, Connie Bonk, Tim Buesgens and Marlaime Gnan.

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NMLS #629780



Why Choose Citizens State Bank for Your Home Mortgage?



*Nancy Lehman
Financial Services
Mortgage Officer
NMLS #1999080*

When you shop for a mortgage loan, we know that you want to get the most competitive rate and closings costs. You may have many questions about the home buying process. You are also looking for great service. All of these are reasons to see me at Citizens State Bank for your mortgage needs. We are available when you need us.

A good mortgage banker is someone who will ask you many questions. Any issues that may be a problem down the road are addressed early on so they won't cause a problem a week before closing. We handle the process from

application to wiring the funds at closing.

We build off of existing banking relationships, but also like to meet new customers and build that long lasting banking relationship with them. Call me for your first OR next Purchase of a Home. Citizens State Bank NYA is US working for YOU!

Long Time Board Member Retires



Duane Lind joined the Board of Directors of Citizens State Bank of Norwood in January, 1979.

He has served on the Board for 43 ½ years. Duane retired after the bank's June 15, 2022 Board meeting.

Duane was a long time resident of the Glencoe and Norwood Young America areas. He and his

wife, Dorla owned Lind's Supper Club for many years. Duane also owned a construction company.

Duane's interest in the well being of the bank staff and bank, along with his knowledge and dedication as a Board member will be missed.



Local lenders. Local decisions.

Citizens welcomes Traxler as senior vice president

Citizens State Bank named Dan Traxler to its management team as the senior vice president. Traxler will serve as senior lender and will lead the loan department. Traxler also was elected to the bank's board of directors.

Jason Winter, Citizens State Bank president, said Traxler is a great addition to the bank and his two decades of banking experience offers a wealth of knowledge that will benefit our customers, the bank and the community.

Citizens State Bank values its customers and is eager to invest in those relationships by providing high-quality bankers who offer guidance and solutions.



Building great relationships!

We were referred to Citizens State Bank by our general contractor and fellow business owner in Arlington. From the moment we met Jason Winter and the staff at Citizens, we knew they would be a great fit for our business. Our building project began in December 2019, and three months later, we were jumping through hoops to run an established catering business and open a new restaurant in a COVID world. With Jason's knowledge and patience, he guided us through various loan programs – Construction, Line of Credit, SBA, PPP – and kept us informed of the constant changes and opportunities that were available to us. We are very grateful for his dedication in seeing our project through to the end of construction. And because we had formed such a comfortable relationship with Jason through our business project, he was the first person we turned to when we bought a house last fall. Citizens is small-town banking at its finest!

Craig & Linnea Bullert
A-Town Tavern and Chef Craig's Catering



952-467-3000

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www.CitizensStateBankNYA.com

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Providing guidance, solutions

"Citizens State Bank's Bruce Mathwig has worked with our agricultural and personal financial needs for many years. His knowledge and experience of 50 years in the financial business have directed us to make well-informed decisions. We admire his dedication and promotion of agriculture in our community."

– Paul and Sue Stuewe



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