



OUR NEIGHBOR CONNECTION NEWSLETTER

Thank you for celebrating 110 years with us!



Jason Winter
President

Our 110th anniversary celebration and annual Dairy Day was delayed a few hours by rain, but the weather cleared out just in time for our customer appreciation dinner. Thank you to everyone who stopped by to help celebrate our milestone last month. It was wonderful to see so many of you.

I am thankful to work at such a great bank surrounded by talented employees in a wonderful community. I realize Citizens has been an integral part of the area long before I came to work here, and the anniversary reminds me of my responsibility to help carry on that legacy.

With the anniversary in mind, here is a little historical context of the bank.

Since its founding by Peter Effertz on June 20, 1914, the bank has only changed ownership four times. Other owners of the bank have been: Albert Kehrer 1930-1952; Donald Kehrer 1952-1979; Clinton Kurtz and Leonard Lano 1979-1999; G. Michael and/or Paul Pieschel 1999-present.

Incredibly, I became only the seventh president in 110 years. The other six are: Peter Effertz, H.G. Lenzen, A.J. Kehrer, D.J. Kehrer, Clinton Kurtz and Perry Forst.

After doing a little research, it appears current employee Lynne Lundquist is likely the longest tenured full-time employee in the bank's history as she marked 50 years last month. While hitting the 50-year milestone is truly remarkable, Citizens has traditionally had many long-term employees. For the longest time, I was the new kid and I have worked at the bank 16 years! These long-term employees only add to our stability, and they

are a testament to the general culture of the bank.

The stability of our ownership, leadership, and staff, combined with our employees' sincere interest in creating person-to-person connections with our customers, are the driving forces behind the bank's longevity and success.

The bank was originally located at 214 Elm Street in Norwood and underwent a large remodel and expansion in 1963. In 1984, the bank built at its current location, and in 2008 completed a major expansion to the building you see today.

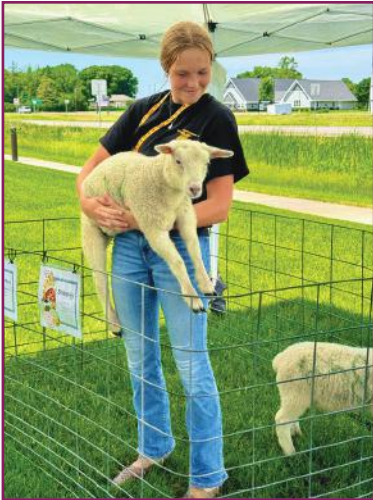
While it is important to reflect on the past, customers can also rest assured we continue to plan for the future. We are nimble in that we are able to make decisions locally to add products or services that we feel will positively impact our customers. We are safe in that any new product or service we offer is reviewed via a thorough vetting process to ensure your financial data will remain secure.

In the past, the bank lobby was bustling on paydays and people would stop by to get cash for the weekend. These days, most paychecks are directly deposited into accounts and debit cards and ATMs have replaced much of the need for the Friday trip to the bank to grab weekend cash. However, we know it is still important to have staff on hand when you need banking services. Online options can be convenient, but we understand you sometimes need personal banking help or advice. While some banks are investing heavily in artificial intelligence for this, we still prefer to rely on actual human intelligence. When you call us during business hours, you can expect a person to pick up the phone and help direct you to the appropriate banker to help with your needs. Like our motto says: Person to person. Neighbor to neighbor. Yesterday, today and tomorrow.

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www.CitizensStateBankNYA.com



Citizens celebrates 110th anniversary



Dairy day winners of Bongards cheese products were:

David Brenke, Rosie Gutknecht, Rachel Seemann and Daryl Feltmann.

Who's New at Citizens State Bank

Natalie Mendoza-Gonzalez joined Citizens State Bank on March 29 as a part-time teller/bookkeeper.

Natalie will assist customers mainly in the drive up with their banking needs. She will serve customers by completing account transactions.

Natalie resides in Norwood Young America and has two siblings. She is currently a senior at Central High School. Her plans after high school include going to college to get a degree in business, while continuing to work for Citizens. Natalie would like to travel more with her family too.



Natalie Mendoza-Gonzalez

Join us in welcoming Natalie to the Citizens team.

Stiftungsfest
2024
AUGUST 22 - 25 2024
WILLKOMMEN MEMORIAL PARK
NYA, MN



Jason Engel has joined the bank's lending staff.

Citizens adds loan officer

Citizens State Bank is committed to helping meet all of your financial needs, including assisting our customers in buying their first or next home. As part of the continued commitment to best serve our customers, we would like to announce the hiring of Jason Engel to serve as our new Residential Mortgage Loan Officer. Jason has 25 years of experience in consumer and home mortgage lending.

Citizens State Bank currently offers a variety of residential lending options including conventional, FHA, and VA products through the secondary market, in-house mortgage products including first and junior lien fixed-rate loans, and home equity lines of credit. Please join us in welcoming Jason to the team at Citizens State Bank.

Home Equity Line of Credit might be for you!

Are you thinking about a home remodel, adding a deck or another major project, but you don't want to refinance and give up your great interest rate?

Then a Home Equity Line of Credit might be for you.

Considering a family vacation this summer or fall and are worried about dipping too far into savings?

Then a Home Equity Line of Credit might be for you.

Maybe you just want that peace of mind knowing you have funds available to you in the case of an emergency expense.

Then a Home Equity Line of Credit might be for you.

Call or stop in and see Martha or Rhonda for details.



Citizens makes you feel like family!

My brother Kyle and I formed Dirty Deeds Excavating in 2019. Through the last five years, we've seen our business grow and Citizens has been with us the entire way, being our financial partner when we've needed them.

When it was time to add equipment to the business, inquiring about a loan was an efficient and hassle-free process. At Dirty Deeds, we stay busy and can't afford to waste time. Citizens was able to provide quick and responsive solutions and advice for our business at any given time.

The staff at Citizens is friendly, knowledgeable and responsive. They make you feel like family. We also value keeping our business local as much as possible. Banking with Citizens meets both of these needs.

Our family has been banking with Citizens for multiple generations. If you've ever felt that your bank doesn't feel like the right fit for you, we recommend that you stop in and see what Citizens has to offer. As far as our family is concerned, multiple generations can't be wrong.

Kevin Harms
Dirty Deeds Excavating



Member FDIC NMLS #629780

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Building homes and relationships!

My husband Scott has known Bruce at Citizens for a long time. He has always been very helpful with our farming needs. When it was time to build our home and figure out where to get a construction loan, there was no hesitation we would go meet with Bruce. After our meeting, we knew we'd choose Citizens. Everything from beginning to end was so smooth. Citizens helped us decide on an affordable cost range to shoot for with the build. During the build, they were always great assisting with draws to pay our contractor and checking in on the house's progress, even going as far as making sure our interest was paid on time. With five kids at home, managing a build and life in general, this was much appreciated! Our interactions with everyone at Citizens bank have always been so personal and they are willing to help in anyway necessary. We will continue to bank here for a long time!

Thanks,
Erin and Scott Worm



Member
FDIC

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