

CITY STATE BANK SPIRIT

Grimes • Indianola • Madrid • New Virginia • Norwalk



PRESIDENT'S LETTER

At City State Bank, banking goes way beyond dollars and cents; it is about *strong friendships, common values, and community spirit*

Mr. Charles Pettit was one of my best friends and as most of you know, a very wise man. He worked at our bank for over 50 years and was very well liked by his customers. Although Chuck passed away in 2005, I was very fortunate to learn from him over the years and have been able to incorporate many of his beliefs into our culture. During the bank's centennial year in 1995, I asked Chuck to write a column on his career as a banker in Norwalk. Here are some of his comments:

“Banking is a people business, always has been and will continue to be in the future; most people like to be known and like the personal contact. When you call the bank you like to know someone there who will take care of you.”

We strive to ensure City State Bank maintains its "small bank atmosphere" and when you enter our lobbies you will be warmly addressed by name and treated with the very best in service. Service, Service, Service combined with "City State Bank Spirit" will continue to provide our customers with the best banking experience into the future.

City State Bank is continually searching for the best in models and human resources. In light of that quest, approximately five years ago, we added the following to our trust and investment area: wealth management, financial planning, business continuation planning, trust and estate planning, long term care planning, and insurance services. Presently, our professional Trust & Investments staff serves over 300 clients and has in excess of \$60 million under management. You can count on individualized, unbiased advice from our advisors. All research is independent and your investments are monitored on a monthly basis by a CSB investment committee. Take the pain out of your financial future by spending some time with our team. You will gain peace of mind knowing your money is being actively managed by independent professionals who care about growing your wealth and not about trading commissions.

At City State Bank, we appreciate the support from our customers and will continue to focus on building meaningful relationships. We value our deep roots in the communities and I am proud of our employees for constantly volunteering their time to many community activities and events. We will continue to offer our customers the best in financial products, prompt, personalized service, and professional advice. Thank you for your loyal support and we look forward to serving you for many years to come.

Sincerely

Steve Albrecht

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SPIRIT. DRIVE.
RELATIONSHIP.

HOME EQUITY LINE OF CREDIT SPECIAL



5.00%

Start now on your summer home projects!

Special for a limited time only, ask your lender for more details.
Home Equity loan may be tax deductible, see your tax professional.
Normal credit qualifications apply. Minimum loan amount.
Member FDIC and Equal Housing Lender.





SPIRIT. DRIVE.
RELATIONSHIP.

PRODUCT FOCUS: ACH ORIGINATION

Automated Clearinghouse Network (ACH) Origination is the fastest growing service provided by City State Bank. It is quick and easy to implement and allows businesses or organizations to electronically transfer or collect payments such as:

- Direct Deposit Payroll
- Electronic Bill Payment
- Organization Dues
- Church Tithing
- Rent Collections
- Loan Payments
- State and Federal EFTPS Tax Payments



The benefits of using City State Bank's ACH Origination include saving time and resources, reducing paperwork, reducing training and implementation time with easy to use screens and navigations.

For additional information on how easy it is to set up your business for ACH Origination, please call any City State Bank location.

UPCOMING BANK EVENTS

- June 13-15-Grimes Funtastic Days-Join us in the Grimes Bank Parking lot after the parade for FREE ice cream sundaes, on Saturday, June 14th!
- June 20-Norwalk Customer Shred Day-bring your confidential papers to the Norwalk bank from 11am-1pm and we will have a shredder onsite!
- July 4-Norwalk Celebration: look for us in the parade & as a sponsor for 'Under the Works' that night
- July 11-13-Old Settlers Weekend in New Virginia: look for us in the parade
- July 18- Root Beer floats served in all offices from 3-6 pm
- July 22-Warren County Tractor Ride-we'll be serving up the afternoon snacks
- July 25-Madrid Customer Appreciation BBQ: grilled hot dogs from 4-6 pm
- July 25-August 2-Indianola National Balloon Classic
- August 1-Indianola Customer Appreciation Day BBQ from 11 am-1pm: free lunch & games for the kids
- August 8-Norwalk Customer Appreciation Day BBQ-11 am-1pm: free lunch & games for the kids

ID THEFT: PHISHING – DON'T GET HOOKED!

"Phishing" (pronounced 'fishing') is an attempt at identity theft where thieves pretend to be financial institutions or companies and send emails to consumers requesting that they 'verify' or reveal personal information.

Some things you should know about our emails:

- **We never request** personal information through email
- **We never ask** you to 'verify' information in an email
- **We never ask** you to click on a link to a 'special' website to verify or request personal information.



What if the email looks authentic?

To appear genuine, and gain your confidence, "phishing" emails may contain some or all of the following elements:

- An institution's logo
- An institution's name in the 'sent from' line, subject line and/or body of the email
- A recognizable employee name
- A 'special' link to a phony website built to extract personal data
- An assurance of encryption for a secure transfer of personal data

Don't be fooled! Emails containing these elements requesting your personal information are no more than a scam! **Do not reply to them.**

If you receive a suspicious email, please contact us immediately to confirm the authenticity of the communication and report the suspicious activity.

NEW EMPLOYEES



Amada Reid is a new employee at our Norwalk office. She is in charge of all new accounts and also does consumer lending. She has over 8 years of experience and her banking knowledge truly allows her to find the best products and services for you.



Abby Gripp is a new full-time teller and new accounts representative in our Indianola office. She has over seven years of experience and exemplifies the City State Bank spirit. Stop in today to see Abby for all your banking needs.



Sarah Goode has recently transferred to the Operations department in our Norwalk office. She was previously a teller in our Indianola office for the past year. Her personable style and attention to detail makes her a great member of the City State Bank team.

WHAT'S NEW: EXTENDED CUTOFF TIMES

*In an effort to make our services more convenient for you, we have extended our cutoff times! You now have until **4 pm** (4:30 pm at the Norwalk location) for items to post that day! Items include:*

- in-person transactions
- ACH items
- ATM transactions
- internet banking transfers
- phone bank transactions.

E-deposit will be moved to a 3 pm cutoff time and free internet bill pay remains at 8 am. Remember, we are still able to process your transactions after 4 pm, they will just post the following day.

Now sit back and relax... you have even more time to make it to the bank!

THE GOOD NEWS ABOUT TODAY'S MORTGAGE MARKET

Over the past year, the media has been full of scary mortgage stories. The subprime market is making headlines, major lenders face liquidity challenges, and adjustable rates are putting a squeeze on budgets across the country.

But all is not doom and gloom. The uneasiness in the market is simply a return to reality for an overheated market. And in the long run, many borrowers will be better off for it.

Back to the good ol' days

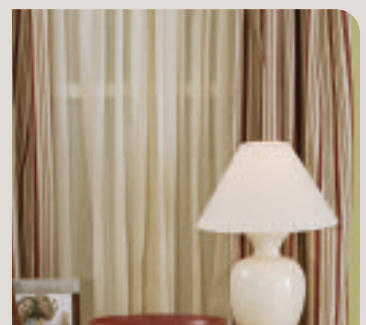
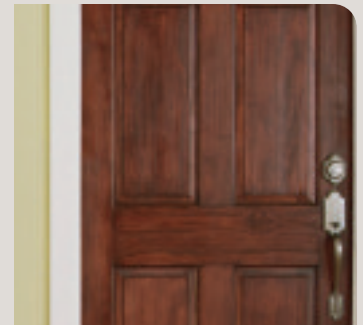
Not long ago, you needed a substantial down payment and a solid credit history to get a mortgage. Well, guess what? Those days are back and that's not all bad! After all, a mortgage is a big commitment and foreclosure is a big blow to your financial future. We continue to believe that it's important to make sure you can really afford a home before you sign on the dotted line. Our lenders at City State Bank are well versed in a variety of available loan programs which will best suit your needs without jeopardizing your future.

Federal help on the way

Government agencies are working on initiatives which may include laws allowing homeowners to refinance even if they are behind on their payments.

Advice you can trust

With historically low interest rates, now may be the right time to consider refinancing your current mortgage to reduce payments or to free up some extra cash. It's also a buyer's market and with plenty of housing inventory and low interest rates, this could be the time to purchase a new home. The team of lenders at City State Bank is here to help you make an informed decision when it comes to meeting goals that fit into your overall financial plan for 2008 and beyond. Please feel free to call or stop by for solid, sensible loan programs and expert advice.



SECOND QUARTER DONATIONS

APRIL, MAY, JUNE

- Walk for Cystic Fibrosis
- DMACC Semester Scholarship
- Local After Prom Committees
- Miss Iowa-Diana Reed
- Local Softball & Baseball Youth Teams
- Grimes Public Library Summer Program
- Iowa Prayer Breakfast
- YMCA
- Warren County Ducks Unlimited
- Madrid Police Department Drug Safety Education

MISSION STATEMENT

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

EVENTS

PRESCHOOL VISITED MADRID BANK-

New Beginnings Preschool brought two classes to visit the City State Bank Madrid location. The children were given a tour of the bank, shown the vault and got to take home a coin holder. The coin-counter and drive-up tubes were big hits, but they were most impressed with the shredder!



RUNORWALK-

RuNorwalk took place on Saturday, May 10th with over 200 participants. It is a great event that showcases the town of Norwalk with a run/walk through the community. The event is sponsored by the Norwalk Chamber, Anytime Fitness of Norwalk and City State Bank.



City State Bank was in charge of the finish line at RuNorwalk. Employees were on hand with Gatorade, water and bananas to give to those completing the event.



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