



Neighbor to Neighbor Volume 19 – Issue 1

Dear Neighbors,

We believe good customer service starts with good employees and good experience. Steve Ebert, Executive Vice-President, exemplifies both of those values! Steve will celebrate 50 years in banking at FSB this year!

After graduating from KSU with a degree in Ag Economics, Steve began working as an ag loan officer with my dad, Ed Moore, in 1971. At that time the bank had total assets of around \$4,000,000.00, seven employees, and one location. Today we have assets of \$225,000,000.00, 35 employees, and three locations! Steve's ideas and work ethic have been key to the success of the bank.

Steve has many loyal customers and has made many friends over these 50 years. He is training Alan Engelken, who has a degree in Agronomy from KSU, to take over many of these loans. Steve and Alan have made a lot of farm visits together, but if you haven't met him yet, he works at the Westy Bank on Monday, Tuesday and Thursday and at the Onaga Branch on Wednesday and Friday. Steve will leave big shoes to fill; we think Alan can do it! You may still see Steve around, though, as he plans to continue working a couple of days a week doing loan audits.

Steve will be honored for his 50 years in banking at the annual Kansas Bankers Association meeting in Colorado Springs in August. We plan to have a local reception later this year, so that customers can celebrate with him. More information will be forthcoming. In the meantime, I would like to publicly say "thank you" to Steve for the many years of hard work and dedication to the bank. I didn't have a brother, but I have said many times that Steve has been as close as a brother to me. Over the 45 years I have worked with Steve, we have weathered a lot of financial crises together. His day-to-day presence will be missed, but you'll still see him around from time to time.

— Jim

CELEBRATING STEVE



EMPLOYEE SPOTLIGHTS

Debbie Bylkas

Farmers State Bank's newest loan officer in Manhattan, Debbie Bylkas, is no stranger to Pottawatomie County. She grew up on a farm outside of St. Marys, KS. She and her husband, Mark, currently reside west of Manhattan.

Debbie joins the Farmers State Bank family with over 20 years of experience in banking, primarily dealing with municipalities and government financing. She also holds a degree from Kansas State University.

Debbie and Mark are avid K-State fans and have enjoyed being season ticket holders for K-State football for the past 15 years. Debbie also enjoys spending time with her three children, Hollie, Tyler, and Tucker. In her spare time, Debbie likes to garden and care for her farm animals – four calves, seven chickens, and her loyal dog, Maggie, – all of which keep her very busy.

Nicole Dietz

Nicole Dietz joined our Manhattan bank as a Customer Service Representative in May 2020. With a background in banking, she fits right in with the Farmers State Bank family by connecting with customers and providing excellent service.

Born and raised in Ft. Collins, Colorado, Nicole spent summers at the Lake of the Ozarks soaking up the sun with her family! She and her fiancé, Brayden, are high school sweethearts! They moved to Manhattan after graduation and now reside in St. George. Nicole is an avid reader, and also loves camping, hiking, and spending time with family whenever she gets the chance.

Cindy Roggenkamp

Lucinda Roggenkamp, or Cindy, as her friends and family call her, recently joined our Onaga bank as a Customer Service Representative. Cindy was born in southeast Kansas and grew up in Chetopa, KS. Her family was in the military, and she has also lived in Panama, Virginia, and Fort Worth, Texas.

In her spare time, Cindy enjoys gardening, canning her own produce, fishing, and helping her husband, Joe, on their farm, tending row crops and cattle. Cindy also loves spending time with her four grandchildren, Brock, Katrina, Sophie, and Violet, and enjoys attending their school and sports activities.

CARING CLOSET DONATION



For the last two months of 2020, employee's could wear jeans to work on Friday with a donation of \$5.00 to go toward the Caring Closet at Onaga Schools. Our three locations were able to donate over \$1,000.00!

At left, Jayne Jepson, Senior Vice President and Onaga Branch Manager, presents Juley Kolterman of the USD 322 Caring Closet in Onaga with funds raised from Farmers State Bank's employee fundraiser.

COMMUNITY BANKING MONTH

APRIL IS COMMUNITY BANKING MONTH! The purpose of National Community Banking Month is to highlight the longstanding tradition of local hometown community banking. However, Farmers State Bank carries this philosophy even further. We are committed to helping customers who have been financially impacted by the COVID-19 crisis or any economic hardship year-round. We play a vital role in the success of individuals and businesses alike. As your community bank, we are always looking for new ways to help nurture and grow our communities and make a positive impact.

Community Banking Month is a time to celebrate the important contributions community banks make not only to local economies, but to the nation's economy, as well. There is no better time than now for local businesses and consumers to do business with a community bank, such as Farmers State Bank. Not only do community banks offer the same products and services as larger institutions, but are "home-grown and home-raised" and are deeply integrated into the fabric of our local hometowns.

Community banks' special niche is serving the needs of local families, businesses, and farmers. Unlike larger institutions that may take deposits in one state and lend in others, community banks channel loans to the neighborhoods where their customers live and work, helping to keep local communities vibrant and growing.

Thank you to everyone who has helped to make us a vital part of this area's growth and prosperity. You have given us reason to celebrate Community Banking Month!

2021 SHRED DAY



Farmers State Bank hosted a community shred day event on Saturday, April 3rd in Westmoreland.

The event was a great success and over 1,500 pounds of sensitive information was collected for destruction from approximately 35 citizens.

Millions of Americans are effected by Identity Theft every year! This is our way of helping curb the trend. Please watch for our 2022 event!



BOOKS & BUCKS ACCOUNT UPDATE

In 2019, Farmers State Bank began offering a new checking account for children ages 12 to 18. The account came with perks, such as no debit card fees and free checks. When a child opened the account, they would receive a \$10.00 Amazon gift card. Possibly the best perk of all, however, is that after each school semester, students can bring in a copy of their grades, and if they have a GPA of 3.5 or higher for the semester, they receive \$25.00 from the bank!



We are very happy to report that this account has been a success! To date, we have opened over 140 accounts and given out almost \$3,000.00 for good grades!

DEBT PAYOFF: SNOWBALL vs AVALANCHE

Paying off debt can feel overwhelming at times, but the chance to have financial freedom can also be a great motivator. There are many different ways to tackle debt, but two popular ways are the “Snowball” method and the “Avalanche” method.

- **Snowball** - The Debt Snowball Method has you pay the minimum payment on each loan monthly. You then put as much extra towards your smallest debt each month as possible. Once the debt is paid off, you move on to the next smallest debt. This time, put not only the extra money towards the debt, but also your previous debt's monthly payment. As you continue paying off debts, the amount you pay per month on each debt will keep increasing, or snowballing. The aspect that many find most appealing about this method is that often, you'll pay off your first debt quickly, which is exciting and pushes you to continue working towards your goal of financial freedom.
- **Avalanche** - Like the Snowball Method, the Debt Avalanche Method has you make the monthly minimum payments on each of your debts, while focusing on putting your extra money towards one debt at a time. The difference between the two methods is that for the Avalanche Method, you choose the debts based on interest rates, paying off the debts with the highest rates first. Since the debt with the highest interest rate may not be your debt with the smallest balance, it may take longer to see the fruits of your labor. It will save you money on interest, however.

Neither method is a “set in stone” way of paying off your debt. Both methods take time and dedication. If you have questions on paying off your debt, stop in and see one of our loan officers.



FROM OUR KITCHEN TO YOURS

BAKED POTATO SOUP

Contributed by: Jennifer Fleming

Loan Secretary & Consumer Loan Officer, Westmoreland

Ingredients:

1 package bacon
2/3 cup margarine
2/3 cup all-purpose flour
7 cups milk
4 large baked potatoes, peeled & cubed
4 green onions, chopped
1 1/4 cups shredded cheddar cheese
1 cup sour cream
1 tsp salt
1 tsp ground black pepper



Place bacon in a large, deep skillet, cook over medium heat until browned. Drain. Crumble and set aside. In a stock pot or Dutch oven, melt the margarine over medium heat. Whisk in flour until smooth. Gradually stir in milk, whisking constantly until thickened. Stir in potatoes and onions. Bring to a boil, stirring frequently. Reduce heat and simmer 10 minutes. Mix in bacon, cheese, sour cream, salt, and pepper. Continue cooking, stirring frequently, until cheese is melted.

CHEESEBURGER SHELLS

Contributed by: Chelsie Eisenbarth

Loan Officer, Westmoreland

Ingredients:

12 jumbo pasta shells
1 cup chopped onion
12 oz ground beef
1/4 teaspoon salt
1/3 tsp pepper
3/4 cup tomato sauce
1/2 cup chopped dill pickles, divided
2 tablespoons ketchup
2 tablespoon mustard
3/4 cup shredded cheese, divided
1 cup chopped lettuce
1 cup chopped tomatoes



Preheat oven to 375 degrees. Cook pasta until al dente. Drain and rinse with cold water. In a large nonstick pan, cook ground beef, onion, salt, and pepper. Remove from heat and stir in tomato sauce, ketchup, mustard, and 1/4 cup of pickles. Add 1/2 cup shredded cheese, and stir until melted. Stuff beef mixture evenly into pasta shells (about 2 rounded tablespoons per shell), and place into an 11x7 baking dish. Sprinkle the remaining shredded cheese over the rest of the shells. Bake for about 20 minutes or until cheese is melted. In a medium bowl, combine lettuce, tomatoes, and remaining pickles. Top shells with mixture, and enjoy!

MODERN MONEY DEFINITIONS

Below are some common money terms that have gained traction in everyday language the last few years.

1. **EFT (Electronic Funds Transfer)** - Instead of using a paper based system (i.e. checks and deposit slips), EFT's are an electronic based way to transfer funds to and from accounts. There are two main ways to do this: Wire transfers and ACH.
2. **Wire Transfers** - Transfer of funds done electronically across a network of banks or transfer agencies around the world. Senders pay for the transaction at the remitting bank and provide the recipient's name, bank account number, and amount to be transferred. Wire transfers can take as long as two business days to process.
3. **ACH (Automated Clearing House)** - A common way for electronic transactions to debit or credit your checking account. The ACH Network is commonly used for direct deposit of payroll and government benefits, such as Social Security, direct payment of consumer bills, business-to-business payments, federal tax payments, and, increasingly, e-commerce payments.
4. **Debit** - A withdrawal to your account. For instance, a debit on your account would be a payment such as rent, utility payments or purchases.
5. **Credit** - Funds put into your account that would add to your balance (deposits), such as your payroll or items sold.
6. **POS (Point of Sale)** - This is the place or business where a customer executes the payment for goods or services. This may occur in person or online and involves the use of a debit card or a credit card.
7. **APY (Annual Percentage Yield)** - For deposit accounts, this is the actual rate of return that will be earned in one year if the interest is compounded, which is adding on to the total amount invested.
8. **APR (Annual Percentage Rate)** - This is the annual interest rate charged when you borrow money. The best example of this would be if you have a credit card with a balance of \$1,000.00, and your APR is 10%, you might pay roughly \$100.00 annually per \$1,000.00 borrowed.

CHAINSAW WINNERS



Mark Minihan with his new Stihl Saw



Alan Engelken, Assistant Vice President and Ag Loan Officer, giving Rodney Biesenthal his new Husqvarna Saw

For the past two years, Farmers State Bank has held a drawing for a new chainsaw. To be entered into the drawing, customers had to have their December 31st Financial Statement turned into the bank by February 15th.

This year the winner's were Mark Minihan and Rodney Biesenthal.

Thank you to everyone that turned in their financial information. It truly helps us to be able to help you, our customers, so we can assess your 'financial health' and identify trends.



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