



BLC Community Bank

Quarterly Interest



President's Corner

During the last several years, the item discussed most often at banks in this area has been lending. Is your loan demand strong? Have you been able to hire good lenders? Are your customers busy and requiring additional loans? These are questions we have discussed repeatedly and for good reason. Loans make up the largest portion of the bank's balance sheet and are its primary source of income. However, the topic of discussion among many Community Bankers lately has been Deposits.

As loan demand has increased over the last couple of years, banks have been competing for deposits to fund these new loans. Our traditional sources of deposits have been individuals or local businesses with excess cash. They will invest their funds in Checking Accounts, Money Market Accounts, or Certificates of Deposit. This is critical for banks like BLC, because our ability to grow our loan portfolio is dependent upon a stable source of funding.

Recently, however, we have experienced additional competition from brokerage firms, banks from outside the Valley and most frequently from the many Credit Unions. The benefit that Credit Unions have vs. Banks is that Credit Unions do not pay income taxes. This is an old concession remaining from the original creation of Credit Unions, but it does allow them the ability to pay higher rates on deposits, without sacrificing profits. I don't bring this up to debate the issue; I just find that many people are still unaware of this.

Nevertheless, BLC has always maintained a policy of taking care of its customers when it comes to deposit rates. If one of our clients is offered a better rate, we will match the rate 99 out of 100 times. I also promise we will not inundate you with fine print, which often requires you to open another account, sign up for direct deposit, or make sure you have xx amount of electronic transfers before you actually qualify for the advertised rate. We have always avoided this.

If you have additional funds deposited somewhere else, or know someone who does, please give us a call. We will not only provide you with competitive market rates, but you will be helping us to make loans to local businesses and your fellow community members.

As always, we thank you for your business.
Steve



& Associates, LLP

VVH & Associates See the POSITIVES in POSITIVE PAY

Positive Pay. It's your answer to fraud prevention and one of the most effective tools available. With high levels of check fraud rampant across the U.S., businesses that issue checks to suppliers and other payees need to track their payments. Companies can find themselves facing large debts when the checks they issue have been altered and are then cashed.

That's where Positive Pay comes in. BLC offers this robust solution which automatically alerts you to check or ACH discrepancies. Companies send an electronic list of checks issued each day to the bank. In turn, the bank compares presented checks against the list and notifies the company of any checks that do not match. You make a decision whether to pay or return the items. ACH Positive Pay can block an account from processing any ACH activity not approved by the company.

Scott from VVH & Associates in Little Chute thought that Positive Pay seemed like a reasonable way to combat the proliferation of fraud. "On average, we probably spend 5-10 minutes a day on the Positive Pay process. It gives me peace of mind that if someone is trying to access our account for fraudulent purposes, they will be stopped. It's just one less thing to worry about."

Getting started with Positive Pay is easy! Companies are required to have internet access and generate an electronic check file to upload to the Positive Pay system at the bank. Numerous file formats are acceptable, including all formats capable of being converted to an Excel file.

Take it from Scott at VVH, "With Positive Pay's ease of use, and the peace of mind it gives you, I don't know why everyone wouldn't use it."

Serving clients throughout Northeast Wisconsin, VVH & Associates, LLP has over 100 years of combined experience in serving the financial needs of businesses large and small as well as private individuals needing financial services and tax preparation.



Congratulations Lori!

Lori Stoeger has been named AVP Accounting Manager at BLC. Lori has been with the bank for over 18 years in an accounting and finance role, and will continue to manage the internal

accounting functions. Well done Lori and best wishes as you continue your career at BLC!

Fall 2018

POINTS of INTEREST

President's Corner

Positives in POSITIVE PAY

Homebuying Tips

Tax Collections

BLC in the Community

FVHA Fund Raising

Debit Card Rewards Winner

BLC Observing October 8th Federal Holiday

The bank will be closed for business on Columbus Day, Monday, October 8, 2018, allowing the BLC team to complete a day-long regulatory training session. We appreciate your patience as our team stays up-to-date on important banking information!

HOURS

LOBBY:
M-F

9:00 am – 5:00 pm

DRIVE UP:
M-T-W-F

7:30 am – 5:00 pm

THURSDAY

7:30 am – 5:30 pm

SATURDAY

8:00 am – 12:00 pm

Member
FDIC



Telephone: 920.788.4141 • Toll Free: 1.866.905.2265 • TeleBank: 1.877.615.8731

Web Site: www.blccb.com

BLC in the Community

Congratulations Little Chute HS Seniors

BLC Vice-President Adam Lange recently attended the Little Chute High School Awards Night and presented \$1000.00 scholarships to seniors Olivia Hermsen and Olivia Kliner.

Olivia Hermsen received the Outstanding Senior Student Scholarship for her many accomplishments both academically and through service and leadership. Throughout her high school career Olivia maintained a 4.0 GPA while enrolled in challenging college-level courses. She served as President of the Student Council, was Class President and Treasurer of the National Honor Society, and involved in many other clubs and sports. Olivia has contributed to her community as a United Way Youth Board Member, volunteer at St. John's Parish, and camp counselor at multiple youth camp programs; including Muscular Dystrophy, Catholic Heart Work, and Little Dribblers Basketball.



Olivia will be attending a four year university to earn a degree in Journalism or Communications.

Olivia Kliner received the Outstanding Math Student Award for her academic excellence in the mathematics curriculum. While holding down a 4.0 GPA, Olivia has been involved in numerous activities and volunteer opportunities such as the Mustang Mentor program, Key Club Secretary, musicals and plays, and National Honors President. Olivia was also nominated for and attended the 2016 Wisconsin Leadership Seminar at UW-Whitewater, which is a program designed to enhance leadership skills.

Olivia's desire is to help others as a Marital/Family Counselor. She will be earning a bachelors and masters degree in Social Work at Southeastern University.

Congratulations to you both! BLC wishes you the best in your future endeavors.

FOUR LEGGED FRIENDS VISIT BLC – EMPLOYEES RAISE \$\$



BLC had three new employees on June 22nd... Suzie, Pope May, and Toby! These three lovable dogs visited the bank on "National Take Your Dog to Work Day" with the hopes of getting adopted by a "fur" ever family. Coincidentally, BLC employees spent the past three months on fundraising events for FVHA, raising over \$1,000 to be donated for pets in need. From jean days, to brat fries, to root beer float days – employees enjoyed having some fun for a great cause. Customers and employees alike also filled a large box with pet items for donation. To find out more about pets available for adoption, check out www.foxvalley-pets.org.

Homebuying Tips for First-Timers (Or Any-Timers!)

Interest rates are still historically low, but expected to rise in the near future. The housing market is strong. The economy is on the upswing... You've decided now's the time: you're going to buy your new home! It can be an intimidating process, so here are a few tips to help your transition go smoothly:

1: Do Your Research

The first – and most crucial – step in home buying is to determine how much you're able to spend. That includes knowing how much of your savings you're willing to apply to the down payment and how much you can afford each month for your mortgage payment. In general, housing costs (including principal, interest, property taxes, and insurance) should not be more than 33 percent of your pretax income.

2: Build a Great Team

Purchasing a house isn't a one-person job; it takes a team. Assemble a group of experts you trust to work with your best interests in mind. Find a real estate agent you get along with and trust to give you good advice, and partner up with BLC Community Bank's team of mortgage experts.

3: Get Pre-Approved

Loan pre-approval is a free service at BLC and will boost your credibility with real estate agents and sellers because it shows you're able to get financing and are serious about buying a house. It will also make the process of applying for your mortgage faster.

4: Ask Questions

Buying a house is the most significant financial commitment the majority of consumers ever make, and it can also be an emotional, stress-inducing process. Asking questions – no matter how silly you think they are – is a simple way to reduce some of that stress. Not sure what the difference is between a fixed-rate loan and an ARM? Ask! Don't know how long it will take to close? Ask! Especially when it comes time to sign the final documents, be sure to read everything and ask for clarification on anything you find confusing. The awesome team at BLC and your trusted real estate agent will help you understand what you're committing to.

Don't hesitate to stop in or call and ask to speak with a mortgage lender. We're here to help guide you through this exciting time in your life!



Congratulations to Rhonda Pingel of Appleton, BLC's winner in the "LUXURY Rewards" Debit Card Rewards campaign. Every time a BLC customer used their debit card

from April 1st through June 30th, they were entered into the "LUXURY Rewards"

drawing to receive a \$25 gift card.

Watch for next quarter's winner in the next campaign, "Get Your Grill On."

Remember, the more you use your debit card, the greater your chance of winning!



SPOT IDENTITY THEFT EARLY: ORDER YOUR FREE CREDIT REPORT TODAY

One of the best ways to prevent and spot identity theft is to periodically review your credit reports for items such as credit cards or loans you didn't request. By law, you are entitled to receive at least one free credit report every 12 months from each of the nation's three main credit bureaus (Equifax, Experian, and TransUnion). You can choose to order two or three reports at the same time to compare the information. Or you may decide to order one now and others later, allowing you to keep track of any changes or new information that may appear on the report.

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