



POINTS of INTEREST

President's Corner	Welcome to Our Team!
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Recipe Corner: Zucchini Pie Bars	



PRESIDENT'S CORNER

Annual Reports can be very expensive. Because of that, I thought I would attempt a Summary Report. The audience is, of course, our customers, shareholders and employees. All were instrumental in BLC's success and deserve to be recognized.

CUSTOMERS - Clearly, you are the reason we are in business. In 2018, we worked hard to make your banking experience better by adding Bill Pay to our Online Banking platform. This year we added Deposit Now to Mobile Banking and rolled out an interest checking product, which allows individuals to get paid for using their checking account.

During 2019, one of our major initiatives is to be more consultative with our customers. We want to get to know our customers well enough that we can suggest products or services that may help save them time and/or money. If you're asked if you would like some information on a specific account or service, it's not because we are trying to sell you something you don't need. Our goal is truly to help align people with the right products for their individual needs.

EMPLOYEES - A lot of faces changed over the past year, due to retirements, additions and job changes. However, I believe our team now is as strong and capable as it has ever been. I am proud of the work done by the team at BLC and especially proud of the following:

- Our bankers go out of their way to get to know people and greet them by name.
- Our employees have volunteered at fund-raisers for charities like Rock Cancer, Habitat for Humanity, United Way and others.
- We continue to support local organizations like the YMCA, Boys and Girls Club, American Legion, Harbor House, Wisconsin Children's Hospital and many more.

During 2018, we participated in a statewide survey of banking employees, to ensure that our employees are compensated

at a level comparable to their peers. We hope this helps us maintain the quality of our staff at every position.

SHAREHOLDERS - 2018 was a very good year for BLC and 2019 is starting out just as strong. Since the end of 2015, the bank's assets have grown an average of 10% per year, including 9% in 2018. This represents targeted growth, as we are very careful with the quality of loans and investments we acquire. Net profit grew by just under 5% from the previous year. Earnings per share grew to \$317.00 in 2018, without any extraordinary items. The book value per share grew to \$2,744.00 in 2018, which represents an all-time high. The bank has also retained a strong capital position as Tier 1 capital at the end of 2018 totaled 11.8%, vs. the FDIC benchmark of 8% to be classified as "well capitalized".

During the first quarter of 2019, BLC has grown to \$270 million in assets and is ahead of budget in almost all categories. We continue to be a very efficient organization, but our Net Interest Margin still lags our competitors. We are working hard to correct this. It is our expectation to report another year of improved results, which includes greater profitability and increased distributions.

2019 AND BEYOND... The changes made at the bank have structured our expectations for continued organic growth. There are no acquisitions, or additional locations on the drawing board. This may seem somewhat boring, but my position will always be to take steady "boring" growth over excessive risks. Should we come across other opportunities to expand, we will consider them if they are in line with our principles. In short, I will feel like I am doing my job if the bank can deliver steady profits, consistent distributions and measured growth, without increasing the risk profile of the stock.

We will continue to do business according to our core values of honesty, integrity, fairness and transparency. Our current motto is "Generations of Trust" and we fully expect to extend this trust to future generations.

Again, I thank you all for your support, your partnership and your business. If you know someone looking for a good bank, please have them give us a call.

Steve

BLC IN THE COMMUNITY

At BLC Community Bank we love to get involved! Here are some highlights of what we've been up to...

CHILDREN'S HOSPITAL & PILLARS FUNDRAISERS

We collected new books and raised money to purchase toys for the Milwaukee Children's Hospital. We also organized a team fundraiser to fight homelessness in the Fox Valley for Pillars, Inc.



JDRF WALK

Members of the BLC team volunteered and walked for juvenile diabetes in Neenah.

ROCK CANCER

Make sure you mark your calendars for August 17th so you can join us at Doyle Park for good music and a great cause! We'll be serving drinks from 7:00-8:30pm.



WELCOME TO OUR TEAM!

We have added several new faces to our team in the last few months. Join in us welcoming...

Terry Braeger, *Loan Processing Supervisor*
Julie Hamby, *Branch Manager*
Jill Skarda, *AVP - Human Resources*
Mel Hietpas, *Private Banker*
Jeff Sheffler, *VP - Commercial Lending*

RECIPE CORNER ZUCCHINI PIE BARS

Do you have a garden overflowing with zucchini? You might only think of using it for savory dishes, but when you cook zucchini with cinnamon and sugar it tastes like apples.

For the Crust:

- 1/2 cup unsalted butter, softened
- 1 1/2 cups all purpose flour
- 1/4 cup granulated sugar
- 1/4 teaspoon salt

For the Filling:

- 2 cups zucchini, peeled & diced
- 1 tablespoon unsalted butter
- 1 tablespoon granulated sugar
- 1/2 teaspoon ground cinnamon

For the Topping:

- 1/2 cup unsalted butter, softened
- 1/2 cup granulated sugar
- 1 cup all purpose flour
- 1/2 cup quick cook oats
- 1/2 teaspoon cinnamon
- 1/4 teaspoon salt

1. Preheat oven to 350°F. Generously grease a 9"x9" pan.
2. To prepare the crust, soften the butter and slowly mix ingredients together in a large bowl. Use your hands to break up any large chunks of butter. Press the crust in the prepared pan and bake for 15 minutes.
3. To start your filling, heat a frying pan over low heat and melt the butter. Once melted add the zucchini, sugar, and cinnamon. Cook, stirring often, for 4-5 minutes until the zucchini looks like it's getting translucent around the edges. Drain and let sit until the crust is done.
4. While the zucchini is cooking, prepare the topping. With a mixer, cream the softened butter and sugar. Add the flour, oats, cinnamon, and salt and mix slowly to form a crumble.
5. Remove the crust from the oven and carefully top it with the zucchini (make sure you re-drain the zucchini first - do not add any of the extra liquid). Then sprinkle with the topping. Bake for an additional 25-30 minutes, until the top starts to turn golden brown.
6. Cool completely before slicing into bars and serving. Serve with caramel sauce and/or ice cream or whipped cream. Yum!

Tip: You don't have to remove the zucchini seeds, but can cut the zucchini in half lengthwise and scrape out the seeds with a spoon before dicing.

Have a great recipe to share? We'd love to feature it in our newsletter. Send your recipe to heatherc@blccb.com.



TECHNOLOGY TIPS & TAKEAWAYS

IS YOUR PASSWORD UP TO PAR?

Golf might be a fun summer activity, but if it's common knowledge you love golf you probably shouldn't use it as part of your password. Why? It's easy for cyber criminals to find out about your favorite past times, cuddly pets, and family names through simple online searches.

Each year, various websites publish the results of the internet's most vulnerable passwords. Some of the most commonly used still include "123456", "qwerty" and "password". Those may seem like obvious no-no's, but "Blink182" and "superman" also topped the password list as the most popular music artist and fictional character, respectively.

When you use weak passwords, you make it easier for cyber criminals to crack. Once they discover your password they will then attempt to log in to other online services and networks using the same credentials.

Here are some tips to help you create strong, unique passwords:

- **Avoid Password Re-Use:** It's a major risk that can be avoided easily. Once you've used a password, don't repeat the exact same password for other accounts.
- **Get Creative:** Help protect yourself by using hard-to-guess passwords that are complex (even when a site doesn't require it).
- **Ditch the Dictionary:** Passwords containing common words can be discovered with password cracking software.

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