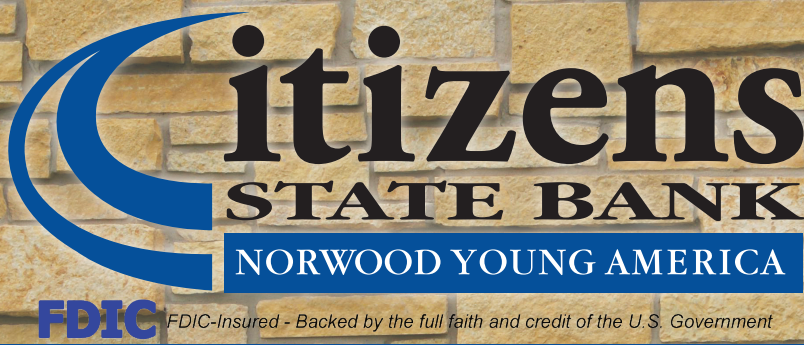


April 2025



## OUR NEIGHBOR CONNECTION NEWSLETTER

# Positioning Yourself for Success in an Uncertain Economy



*Jason Winter*  
President

The economy is constantly shifting, and with uncertainty comes opportunity. At Citizens State Bank Norwood Young America, we're dedicated to helping our neighbors navigate today's financial challenges with confidence. Whether you're managing debt, securing a home loan, or making smart investment decisions, we provide personalized solutions tailored to your needs.

Unlike big banks that take a one-size-fits-all approach, we focus on understanding the unique financial landscape of our community and building lasting relationships. In times of economic uncertainty, having a trusted financial partner can make all the difference. Our team is here to provide expert guidance and practical tools to help you make sound financial decisions.

### Smart Strategies for Managing Debt

With rising inflation and the increasing cost of living, many households are relying more on credit cards. While credit cards offer short-term flexibility, their high-interest rates can quickly lead to financial strain. To help you take control of your finances, we offer Home Equity Lines of Credit (HELOCs) and debt consolidation loans as cost-effective alternatives. By consolidating high-interest debt into a more manageable loan, you can lower your monthly payments and move toward greater financial stability.

### Making the Right Move in the Housing Market

After a period of historically high mortgage rates, we're seeing rates begin to ease. While it's tempting to wait for the absolute lowest rate, timing the market perfectly is nearly impossible.

If you've been considering buying a home or refinancing, now is the time to explore your options. Even a small rate reduction can lead to significant savings over the life of your loan. Our experts can help you analyze the numbers and determine the best path forward, ensuring you make an informed decision that aligns with your financial goals.

### Maximizing Your Savings with CDs

In a changing interest rate environment, it's essential to make smart investment choices. We're currently offering competitive rates on short-term Certificates of Deposit (CDs), allowing you to earn interest while maintaining flexibility. Our Liquid Advantage CD is a great way to grow your savings with the added benefit of accessing up to 50% of your balance anytime—penalty-free.

### Supporting Our Local Farmers

Agriculture remains the backbone of our community, but farmers are facing increasing financial pressures as corn and soybean prices fluctuate. Rising input costs and unpredictable markets make long-term planning more challenging than ever. Our fully staffed ag lending team understands the unique financial demands of farming. Whether you need an operating loan, equipment financing, or cash flow planning assistance, we're here to provide tailored solutions that help keep your operation running smoothly.

### Your Trusted Partner in Any Economy

At Citizens State Bank Norwood Young America, we understand that every financial decision matters. Whether you're securing a loan, investing wisely, or planning for the future, we're here to help you make informed choices with confidence.

Let's talk about how we can support your financial success. Stop by or give us a call today—we're ready to help you move forward with certainty.

*Person to person. Neighbor to neighbor. Yesterday, today and tomorrow.*  
[www.CitizensStateBankNYA.com](http://www.CitizensStateBankNYA.com)

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*Tony Bentz, Bruce Mathwig, Dan Traxler and Jason Winter.*

## The right ag lender for your farm's success

Selecting the right bank is more than just a financial decision—it's a crucial step in ensuring the growth and stability of your farming operation. Ag lenders provide the financial backbone for purchasing equipment, expanding acreage, and overcoming the unique challenges that come with agriculture.

At Citizens, we don't just offer loans—we offer expertise, guidance, and a deep understanding of the farming industry's cyclical nature. Our dedicated ag lending team serves as a trusted partner, ready to discuss ideas, provide industry insights, and help you make informed business decisions.

We know that no two farms are alike, which is why we tailor financing solutions to fit your specific needs. From flexible loan options to customized repayment plans, we ensure that your financial strategy aligns with your operation's goals.

Unlike others who shift their priorities with market trends, Citizens remains committed to agriculture. With a fully staffed ag department, we provide the reliable support you need—when you need it. Our long-standing relationships with farmers are built on trust, expertise, and a shared commitment to success.

Choosing the right ag lender isn't just about securing funding today — it's about finding a partner who's invested in your future.

Let's talk about how we can support your farm's success. Stop by or give us a call today!

### Citizens celebrates Dairy Day Thursday, June 12

The bank is hosting its annual  
make your own sundae  
from 10 a.m. - 4 p.m.

Enjoy free ice cream, ice cold milk, cheese and crackers.  
Watch our website for more details.



## Employees mark milestones

Citizens State Bank recently recognized three employees for reaching banking years-of-service milestones. They are left to right: Shirley Jaeger (5 years), Lisa Donahue (25 years), Laura Herrmann (5 years).

## New board member appointed

Mike Herrmann was appointed to the Citizens State Bank NYA Board of Directors in January.

Herrmann is the owner of Carquest Auto Parts in Norwood Young America. Aside from his knowledge as a small business owner in the community, he brings to the board an extensive background in business development from prior work experience in addition to being a lifelong resident in the area. His knowledge and expertise will be beneficial to the board, the bank, and our customers.



## News for Health Savings Accounts

### 2024 Tax Year Annual Contribution Limits

Individual - \$4,150

Family - \$8,300

### 2025 Tax Year Annual Contribution Limits

Individual - \$4,300

Family - \$8,550

Catch-up contributions (55 yrs and older) – Additional \$1,000



### In the community

Staff members have been busy in the community including attending the Central career fair (pictured are Tony and Lisa) and supporting events like Pheasants Forever and Ducks Unlimited banquets.



## Connect your debit card to digital wallet!

Say goodbye to fumbling with cash and cards! Did you know all Citizens State Bank debit cards work with Digital Wallets like Apple Pay, Google Pay, and Samsung Pay? Enjoy a seamless, secure, and convenient way to make purchases right from your smartphone!

Why Choose a Digital Wallet?

**Speed:** Tap and pay in seconds at your favorite stores.

**Security:** Digital wallets allow you to make payments without sharing your actual card numbers and your information is protected with advanced encryption.

**Convenience:** Leave your wallet at home and carry everything you need in your pocket.

Whether you're picking up groceries, treating yourself to a coffee, or shopping online, our integration with Digital Wallets makes every transaction easier than ever.

Stop by or give us a call today to learn more.



## Home loans made easy!

When shopping for a new home, Citizens understands how stressful the experience can be. Our goal is to make the financing experience as hassle-free as possible. You can count on us to guide you through every step of the process, from start to finish.

We will assist you in navigating the various questions and decisions involved in selecting the mortgage product that best suits your needs. Citizens offers a variety of products including construction financing, conventional home loans, and FHA or VA financing. When you work with Citizens, you can rest assured we will help find what works best for you.

In today's world where everything seems to be pushed to digital, Citizens State Bank still values relationships. Our bankers are dedicated to providing the person-to-person support you need along the way and we strive to make the whole process seamless.

Call Jason Engel at (952) 467-3000 and experience the difference.



## Employee Spotlight



*Anthony Bentz  
Ag Lender*

**Name:** Anthony Bentz

**Position at Bank:**

Ag Lender

**Years in Banking:** 3

**Favorite Board Game to Play:**

Monopoly, Spot It, Phase 10

**Favorite TV Shows:**

Landman, Dexter, Always Sunny in Philadelphia and anything sports

**Memorable vacation you've taken:**

Puerto Vallarta, Mexico and San Diego California with Family

**Favorite childhood memory:**

Hunting on my family farm after evening chores with my dog Bullet.

**Something that most people don't know about you:**

Excellent at nineties trivia.

Anthony lives in NYA with his wife Gwen and children Ethan (9), Quinn (8) and Cora (5).

## Employee News

### Mariela Mendoza Gomez

Mariela Mendoza Gomez joined Citizens State Bank on February 6 as a part-time teller/bookkeeper working mainly Thursday and Friday evenings and occasional Saturdays.

Mariela is currently taking online classes at Capella University for Business and will graduate this spring. When she is not working or attending class, she likes to scrapbook or read books by Colleen Hoover.



*Mariela Mendoza Gomez*



*Olivia Vinkemeier*

### Olivia Vinkemeier

Olivia Vinkemeier joined Citizens State Bank on March 17 as a full-time loan assistant.

Olivia currently lives in Arlington with her husband, Collin. She comes to us from USDA-Farm Service Agency in Glencoe. She is a graduate of University of Wisconsin-River Falls with a Bachelor of Science Degree in Agriculture Business. In her free time, she loves reading books, visiting coffee shops, and spending time with her family and friends.





## Citizens is the kind of bank you need!

Citizens State Bank is the only bank I have ever known and I couldn't imagine banking anywhere else. The friendly staff greets me by name.

I started Orr Contracting in 2021 and Citizens made financing effortless. When I came across a property I wanted to purchase and renovate, I knew immediately who to call.

A traditional home mortgage would have been complicated due to the improvements required, but the staff at Citizens worked with me and explored all creative options to help me with the funding I needed.

Luke Orr  
Orr Contracting, LLC



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**952-467-3000**  
409 Faxon Road, Norwood Young America  
[www.CitizensStateBankNYA.com](http://www.CitizensStateBankNYA.com)



NMLS #629780

## Banking made easy!

We started banking with Citizens State Bank in 1999 when I bought my first truck. I sat down with Citizens to discuss a loan and walked out that day thinking, "That was too easy." A few years later, we started moving our personal banking to Citizens.

Over the years, it still seems really comfortable. So when it came to a construction loan for a house and shed, it was an easy decision to go with Citizens. The bank has worked with us to secure the financing for this project, even with a couple of hiccups in the process. With the help of the staff at Citizens and neighborhood and local contractors, this project went better than expected. They are always friendly and helpful and will be our bank for many years.

Mike and Linda Lueth



Hwy 212 & Faxon Rd.  
P.O. Box 789  
Norwood Young America, MN 55368

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