

## Statement of Condition

September 30, 2024



## Dividend Announcement

The Board of Directors declared a dividend of \$0.18 per share payable on Nov 7, 2024, to shareholders as of the record date of October 28, 2024.

The Corporation has a long history of maintaining capital ratios in excess of the levels required to be considered well capitalized and maintained that position through September 30, 2024.

The Board will continue to monitor
earnings, on-going regulatory
requirements, economic outlooks and
other factors when approving future
dividends.

INCOME STATEMENT (unaudited)								
	Nine Mon	ths Ended	Three Months Ended					
	9.30.24	9.30.23	9.30.24	9.30.23				
Interest Income	\$57,341,225	\$50,100,403	\$19,565,898	\$17,345,991				
Interest Expense	\$18,272,201	\$10,100,616	\$6,032,860	\$4,560,944				
Net Interest Income	\$39,069,024	\$39,999,787	\$13,533,038	\$12,785,047				
Non-Interest Income	\$12,878,259	\$11,057,292	\$4,162,642	\$3,976,943				
Less: Provision for Credit Losses	\$(125,000)	\$(455,211)	-	-				
Non-Interest Expense	\$41,353,613	\$40,108,595	\$14,011,848	\$13,135,249				
Income Before Income Taxes	\$10,718,670	\$11,403,695	\$3,683,832	\$3,626,741				
Income Tax Expense	\$1,609,505	\$684,125	\$569,893	\$(296,375)				
Change in Tax Law	\$(111,282)	\$7,358,444	\$(67,087)	\$7,358,444				
Total Income Tax Expense	\$1,498,223	\$8,042,569	\$502,806	\$7,062,069				
Net Income	\$9,220,447	\$3,361,126	\$3,181,026	\$(3,435,328)				
Net Income Per Common Share	\$1.04	\$0.38	\$0.35	\$(0.39)				
Dividends Per Common Share	\$0.54	\$0.54	\$0.18	\$0.18				

BALANCE SHEET JUNE 30, 2024 & 2023 (unaudited)							
Assets	2024	2023	Liabilities & Equity	2024	2023		
Cash & Due from Banks	\$153,579,935	\$89,554,680	Non-Interest Bearing Deposits	\$420,106,536	\$427,024,523		
Federal Funds Sold	\$2,929,979	\$881,580	Interest Bearing Deposits	\$1,227,366,261	\$1,264,896,011		
Security Investments	\$550,338,151	\$592,785,444	Total Deposits	\$1,647,472,797	\$1,691,920,534		
Total Loans	\$1,179,805,601	\$1,185,812,745	Borrowings	\$150,000,000	\$149,973,802		
Allowance for Credit Losses	\$(14,436,390)	\$(14,569,706)	Lease Liability	\$11,685,058	\$12,281,176		
Net Loans	\$1,165,369,211	\$1,171,243,039	Other Liabilities	\$9,989,343	\$7,278,636		
Bank Premises & Equipment	\$19,017,267	\$20,123,468	Total Liabilities	\$1,819,147,198	\$1,861,454,148		
Right of Use Lease Asset	\$11,685,058	\$12,281,176	Common Stock	\$8,904,915	\$8,904,915		
Cash Surrender Value of Life Insurance	\$45,315,030	\$44,707,853	Additional Paid-in Capital	\$26,543,470	\$26,543,470		
Other Assets	\$32,944,889	\$46,364,426	Unrealized Loss on Security Investments	\$(47,701,391)	\$(87,936,090)		
			Retained Earnings	\$174,285,328	\$168,975,223		
Total Assets	\$1,981,179,520	\$1,977,941,666	Total Stockholders' Equity	\$162,032,322	\$116,487,518		
			Total Liabilites & Equity	\$1,981,179,520	\$1,977,941,666		

## Management Comments

The Corporation posted net income of \$9.2 million for the first nine months of 2024, an increase of \$5.86 million or 174.3%, compared to the first nine months of 2023. Earnings per share increased to \$1.04 for the first nine months of 2024 compared to \$0.38 for the first nine months of 2023.

Net interest income before the provision for (recapture of) credit loss was \$39.1 million for the first nine months of 2024, a decrease of \$0.9 million or 2.3%, compared to the first nine months of 2023. The reduction was comprised of an increase of \$4.1 million in interest income on loans and an increase of \$4.2 million in interest income on amounts held at the Federal Reserve and other banks, offset by a decrease of \$1.1 million in interest income on security investments, an increase of \$6.4 million in interest paid on deposits and an increase of \$1.7 million in interest paid on short-term borrowings.

Non-interest income for the first nine months of 2024 was \$12.8 million, an increase of \$1.8 million or 16.5%, compared to the nine months of 2023. The improvement was comprised of an increase in service charges on deposits of \$0.8 million, a gain on the sale of premises and equipment of \$1.1 million, and benefits from bank owned life insurance of \$0.3 million, partially offset by a decrease in debit card interchange income of \$0.4 million and other net activity.

A net recapture of credit losses of \$0.1 million was recorded for the first nine months of 2024 compared to a net recapture of credit losses of \$0.5 million for the first nine months of 2023. The Corporation has recognized net recoveries on its allowance for loan losses in each of the past five years. The Corporation will continue to closely monitor loan portfolio activity and local market economic conditions as part of the analysis of the overall allowance for credit losses.

Non-interest expense for the first nine months of 2024 was \$41.3 million, an increase of \$1.2 million or 3.1% compared to the first nine months of 2023. The increase was primarily attributable to an increase in loss on sale of securities of \$1.1 million, an increase in data processing expense of \$0.5 million, and other net activity, partially offset by a decrease in New Markets Tax Credit amortization of \$1.2 million due to the adoption of Accounting Standards Update No. 2023-02 (ASU 2023-02), and a decrease in net occupancy costs of \$0.1 million. ASU 2023-02 altered the method used to amortize the Corporation's investment in the New Markets Tax Credits to the proportional amortization method. This method results in the net benefit of the tax credits, including the amortization of the investment, to be recorded in tax expense.

Income tax expense for the first nine months of 2024 was \$1.5 million, a decrease of \$6.5 million from the first nine months of 2023. See Change in State Tax Law Impact section for more detail on the large variance year over year. The effective tax rate decreased from 70.5% in 2023 to 13.9% in 2024.

The Corporation's total assets as of September 30, 2024, were \$1.98 billion, consistent with total assets as of September 30, 2023. Investments in securities decreased by \$42.5 million, driven primarily by principal cash inflows and the sale of \$26.0 million in securities. Net loans decreased by \$5.8 million or 0.5%. Cash and amounts due from the Federal Reserve and other banks increased \$66.1 million, driven primarily by the reductions in investments in securities and net loans. The Corporation has maintained core deposits year over year with a decline of \$44.5 million, or 2.6% primarily driven by a reduction in Municipal deposits of \$25.4 million.

Total shareholders' equity for GAAP purposes was \$162.0 million as of September 30, 2024, an increase of \$45.5 million compared to September 30, 2023. The increase resulted from a \$5.3 million increase in retained earnings from earnings during the twelve-month period and an increase of \$40.2 million in the unrealized market value of the security investment portfolio net of deferred taxes. offset by dividends paid of \$6.4 million during the twelve-month period and a \$0.6 million adjustment resulting from the adoption of ASU 2023-02. The Corporation's Tier One Capital, the primary regulatory measure of strong capital, excludes unrealized gain or loss on the security investment portfolio, and it increased from \$204.4 million as of September 30, 2023, to \$209.7 million as of September 30, 2024, an increase of 2.6%.

## **CHANGE IN STATE TAX LAW IMPACT**

On July 1, 2023, the Wisconsin State Budget was signed into law and included language that provides financial institutions with an exemption from state taxable income for interest, fees, and penalties earned on Wisconsinbased business purpose or agriculture purpose loans for \$5 million or less, effective January 1, 2023. The impact to the Corporation is the elimination of state income tax expense as of January 1, 2023, which was recorded effective July 1, 2023, in accordance with generally accepted accounting principles in the United States (US GAAP). The Corporation continues to recognize federal income tax expense. The Corporation also recorded a valuation allowance for state-related deferred tax assets as of July 1, 2023, of which \$6.3 million relates to the state tax effect on unrealized losses on securities stranded in other comprehensive income. The \$6.3 million stranded in other comprehensive income is recognized as an income tax benefit on a security-bysecurity basis as the related securities mature or are sold.

