

People you know. Bankers you trust.

Winter
2023/2024



Building Relationships.
Making a Difference.

Guided by our Core Values – in the Past, the Present and the Future.

Embrace change so you can experience growth and new opportunities.



Paul Pieschel
President & CEO

A Greek Philosopher once said, “The only constant in life is change.” For many people, change can be unsettling, and some people even fear change. Routines and familiarity feel safe and predictable. Benjamin Franklin’s perspective on change took it a step further – “When you are finished changing, you are finished.” I think we can agree that life is full of changes. The economy, communities, individuals, families, and businesses all go through stages of change. Good things come to those who embrace and adapt to change so they can grow.

At F&M Bank, we have certainly seen a lot of change in the 105 years since we opened our doors. I’ve been part of our team for over 40 years and it’s hard to describe the vast changes I’ve experienced. My father was our President & CEO when I started at the Bank as a teenager. He and other great bankers taught me so much about banking, building relationships and delivering exceptional service. As those outstanding bankers retired, it opened up opportunities

for younger bankers, like me, to learn and build solid careers at F&M Bank.

As I advanced into leadership roles, I had the good fortune of building a strong team of incredible bankers, many of whom have spent their entire careers at F&M Bank. As much as we would like to keep our valued team members ‘forever’, we have to celebrate retirements and allow new bankers to learn and grow. In this newsletter, you’ll see the retirement announcements of two of our outstanding, long-term bankers. Their contributions have been significant, and we will miss them. We are also excited to continue our tradition of bringing great bankers into our ‘family’ and helping them grow as we serve your financial needs. Check out the article featuring our customers, Jessica & Brad Nachreiner, as they talk about their positive transition from their long-time F&M Loan Officer who retired to Bracey Lerner, a newer Loan Officer.

What keeps a business strong and successful through decades of change? Solid values, a clear mission, dedicated team members and loyal customers. You can count on us to be here for you as we grow and change together.

Loans for Farms and Businesses.

Unmatched Service. Flexible. Local.

Working with a locally owned and operated financial institution is a benefit to you! Decisions are made promptly by people you know and trust. Our lenders understand your unique financial position and are here to help you succeed. Our ability to access FSA and SBA programs allows us to offer terms and conditions not available from other lenders. We utilize a risk rating system to price our operating loans which gives you credit for the financial progress you have made and your management ability. Qualifying borrowers can even set up an automatic sweep from their loan to their checking account putting them in complete control.

At F&M, we listen and ask questions to ensure that we understand each customer’s unique needs. In good times as well as challenging times, our customers can count on F&M to do our best to help them succeed. Let’s partner together!



Did you know?
You can borrow money for:

- Equipment
- Inventory
- Tiling Projects
- Operating Expenses
- Livestock & Facilities
- Crop Input
- Land Purchase
- Site Improvements

Contact Bracey, Doug, or Paul today. *(All loans subject to approval.)*

Thank you, Jessica & Brad Nachreiner.

*Their transition from a retiring lender to a new lender was smooth and successful.
We appreciate your kind words!*

Relationships matter to Brad and Jessica Nachreiner ... and F&M Bank. Thirty-three years ago, Brad started banking at F&M Bank, and Jessica joined him when they married 24 years ago. A lot has changed in their lives over the years, but our commitment to the Nachreiners and their loyalty to F&M Bank has remained constant.

We recently asked Brad and Jessica if they would be willing to share their thoughts about their relationship with F&M Bank. "They are founded on family values. They care about you and your future, and they only want the best for you. Your success is their success as well," they said.

When customers bank with us for many decades, they will likely build relationships with multiple bankers. The Nachreiners worked closely with Clayton Beyer until his retirement, and naturally, they were a little apprehensive to begin working with a new Loan Officer. They began working with Bracey Lerner after Clayton's retirement and said they have found Bracey to be down-to-earth and knowledgeable about

the agriculture industry. Bracey also helped the Nachreiners obtain a new construction loan. "We have been impressed with Bracey's willingness to get to know our needs and background. It was important to have a Loan Officer that didn't strictly focus on the business of farming, but also on the living portion, as well. Bracey understood and helped us build a home AND preserve our family farm – one combined effort and project," they said.



**Brad & Jessica Nachreiner and
Bracey Lerner**

"Bracey does a great job bringing to light different ways to approach things, as sometimes we get stuck in our old ways of how we've always done it. He takes a knowledgeable approach and explains things clearly, so we have a good understanding of his recommendations. He helped align our needs with the right product, so we could save money and have access to capital when we need it," they shared.

The Nachreiners had this to say about experiencing multiple economic cycles while banking with F&M, "Things can fluctuate with farming, and they help farmers power-through hard times; and they put our minds at ease during stressful times." We appreciate their kind words, and we truly value our longstanding relationship with Brad and Jessica.

"Their customer service is top notch. They are easy to work with and will look out for your needs. You aren't just a number to F&M Bank. You're part of the community that they are part of, and they do a great job supporting our community."

– Brad and Jessica Nachreiner

HSAs & IRAs

Keep more of your hard-earned money AND enjoy tax benefits.

You work hard for your money. Take advantage of two opportunities to enjoy tax benefits while saving money for your future.

IRAs (Individual Retirement Accounts) give you the opportunity to save for your retirement years. We offer Traditional and Roth IRAs. If you have retirement accounts elsewhere, you can transfer them to F&M Bank and consolidate all of your retirement money into one, trusted bank. We are happy to assist large depositors in structuring IRAs to maximize FDIC insurance coverage.

HSAs (Health Savings Accounts) are available to individuals with qualifying high deductible health insurance plans. Our HSA offers tiered interest rates – the higher your balance, the higher your rate. Make tax-free contributions, tax-free withdrawals for qualified expenses and enjoy tax-free growth. There's no time limit to access your money – you can leave your money in your HSA to use in the future.

(Annual contribution limits for HSAs and IRAs are established by the IRS. Consult your tax advisor to determine eligibility for these two products. Fees could reduce earnings.)



Congratulations, Shelly and Daniel! *We will miss you.*

Two of our long-term, dedicated employees are retiring at the end of 2023. We are happy for them as they begin exciting new chapters in their lives, but we will miss seeing their friendly faces at the bank every day. We are grateful for the significant contributions they have made to our bank's success.



Shelly Anderson has worked at F&M Bank for 35 years. Shelly started as a teller, was promoted to Assistant Cashier and also served as our Marketing Director. Her creativity, precision and personality will be missed by us all. Shelly and her husband, Steve, are the parents of three children, Allen, Sara, and Shawn. Shelly is looking forward to more time with her family and having a flexible schedule for travel and time at their lake.

Daniel Olson has worked at F&M Bank for almost 40 years. Daniel started as an Ag Loan Officer in 1984 and was promoted to Senior Vice President. He also serves on F&M's Board of Directors. His extensive knowledge and leadership will be missed as well as his quick-witted sense of humor. Daniel and his wife, Shelley, are the parents of six children, Melissa, Maria, Amanda, John, Christina, and Dominic. Daniel is looking forward to more time for fishing, hunting, and family.



We thank both Shelly and Daniel for their service to F&M Bank and wish them the very best as they begin retirement.

Construction Loans? Yes, we do. *Can't find what you're looking for? Build it!*



The real estate market is rapidly changing. Inventory is low and many people are struggling to find the perfect primary home, lake home or business property that meets their needs. Have you considered building it? New construction may be a good option for you!

We are one of the few local lenders who offer construction loans for residential – 1 to 4 family – properties, as well as construction loans for commercial/ag properties. We offer many benefits:

- Attractive and competitive terms
- Lower fee structure
- Easier, simplified process
- Flexible rate lock options
- Dedicated, experienced lenders

Our mortgage lenders – Amy Baier, Bracey Lerner and Doug Daub – have expertise you can trust. They have knowledge of local and state programs that can benefit first-time homebuyers and others. For example, did you know the City of Springfield currently offers a 5-year tax abatement program for the city portion of real estate taxes for new builds? (Visit the City of Springfield website for more details on this program.) We aren't a one-size-fits-all bank. Work with lenders who will listen to you, explain the options, and help you find the best mortgage to meet your unique needs. Start now and plan for the groundbreaking of your dream home next Spring. *(All loans subject to approval.)*



Welcome, Dora and Brady! *Meet our newest team members.*

F&M is happy to announce the hiring of two new employees for our Springfield Office - Dora Baker and Brady Berg.



Dora and her husband, Michael, are new to Springfield. They are excited to be here and get to know our community. Dora grew up in west central Minnesota and graduated from SMSU. She brings experience that makes her well-qualified as a Customer Service Rep and Bookkeeper. Dora enjoys the variety of work in her new position. Her favorite hobbies include crafting of all types.

A familiar face to many, Brady is a graduate of Springfield Public Schools and St. Cloud State where he majored in accounting. Brady's work experience includes finance, management, and customer service, so he is a good fit for a loan officer position with F&M. Brady's hobbies include ice fishing, golf, and watching football.

*Dora and Brady, we're glad you are here!
We invite you to stop in soon
and meet them.*



Community Involvement *Making a difference and having fun!*

At F&M Bank, giving back to the communities we serve is a very important part of our bank's mission. We strive to live our values and support important causes in the community. Kindness is contagious and together we can make a difference.



We were a proud sponsor of the Springfield "Celebrate the Zinnia" Flower Show.



Springfield staff proudly supported the ECFE Carnival.



Morgan staff prepared Blessing Bags for Kickin' Cancer in Redwood County.



Follow us on Facebook to see more photos of our community involvement: @farmersandmerchantsbankspringfieldmorgan



We enjoyed MANY summer parades – love our communities!



Franklin Catfish Derby Days

Time for a new (or used) vehicle? *See us FIRST, before you shop!*

Dependable vehicles are a MUST for our Minnesota winters.



Are you in the market for a new or used vehicle? Our customers receive special rates when they sign up for automatic payments from an F&M Bank checking or savings account. Not a customer yet? We're happy to speak with you and determine how we can meet your needs.

Let's get started. Contact Amy, Bracey, or Doug to learn more.

Found your vehicle? Provide some details - make, model, year, mileage, vin number, etc. and we'll start the quick-and-easy process to get you behind the wheel of your next vehicle. (All loans subject to approval.)



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