

## Proposal for Business Banking Services

# Peoples

STATE BANK



## Proposal for Business Banking Services



Founded in 1962, Peoples State Bank is a community bank headquartered in Wausau, Wisconsin, serving Wisconsin from ten full-service banking locations in Marathon, Milwaukee, Oneida, Vilas, and Waukesha counties, and a commercial loan production office in Stevens Point, WI. In 2020, we opened a branch in West Allis, and our June 2021 acquisition of Sunset Bank added our newest branch location in Waukesha.

Peoples State Bank has total assets more than \$1.3 billion and is currently serving more than 17,000 households, businesses, organizations, and municipalities throughout Wisconsin. Peoples provides financial services to business owners and individuals, as well as investment and retirement planning services through Peoples Wealth Management, a division of Peoples State Bank.

For 12 consecutive years, PSB Holdings, Inc., the parent company of Peoples State Bank, Wausau, Wisconsin, has ranked among the nation's "Top 200 Community Banks". American Banker Magazine lists PSB Holdings, Inc. as the 68th top performing bank, the second-highest rank of any Wisconsin bank eligible for consideration.

At Peoples State Bank, you will have the power of our top performing team of bankers working to reach your goals now and in the future. We offer sophisticated treasury management products at reasonable cost, as well as competitive rates on both loans and deposits. We have the strength and expert knowledge to handle your commercial banking needs – all with a personal touch.

*Customer service matters.* At Peoples State Bank, we pride ourselves on great customer service and we look forward to continuing that service for you.

*Welcome to Peoples State Bank!*

## **MUNICIPAL LOAN INQUIRY**

Peoples State Bank is pleased to offer to the Village of Kronenwetter an initial, informal loan proposal, subject to full, detailed loan request.

- \$2.9million loan, 12 months term
- Estimated loan rate is 4.85% APY\*
- Offer contingent on opening account(s) with at least \$2,000,000 in deposits
- Loan can be line of credit available for draws
- To move forward, Peoples would need three (3) years of financials and the full RFP detailing loan request

*\*This does not constitute a commitment to lend. Subject to full underwriting and approval. Rate subject to change.*

## **BUSINESS ACCOUNTS**

At Peoples State Bank, we know all municipalities and businesses are unique and that is why we offer a variety of different checking account options. We will work with you to establish accounts that best fits your distinct needs.

### **Public Funds Interest Checking\*\***

- For *General Operating* and additional accounts (ex. tax, utilities)
- Variable rate, subject to change based on LGIP
- Collateralized by bank-held securities

### **Public Funds High Performance Money Market\*\***

- Available in combination with General Operating account
- Variable rate, subject to change based on LGIP
- Collateralized by bank-held securities

*\*\*Detailed account analysis will be provided with formal Request for Proposal and with account details or bank statements provided*

## **TREASURY MANAGEMENT SERVICES**

Peoples State Bank provides a wide array of tools and services to help businesses of all sizes streamline operations. We offer the latest technologies at an affordable price; helping your business to better control cash flow, reduce costs, and simplify your accounting. Our Treasury Management experts will work with you to establish your accounts and meet your cash management needs – including:

- Customized Digital Banking
- ACH Origination for Direct Deposit of Payroll and/or Payment Collection, Utility Payments Collection, Tax Payments made
- Fraud Protection (ACH and Check)
- Sweep Accounts
- On-Site/Remote Deposit – *Tax Season Municipal Program available*
- Business Credit Cards

## **DIGITAL BANKING AND INFORMATION MANAGEMENT**

Peoples State Bank's digital/online banking allows customers of any size to have a sophisticated, web-based, financial management system that is powerful and easy-to-use. Digital banking is a "real-time" Internet Banking product, with up-to-the-minute account information available 24 hours a day, 7 days per week.

Every authorized user's access can be customized to meet the accounting needs and dual control requirements requested. In addition to accessing your cash management programs, Peoples State Bank's digital banking allows you to:

- View transaction history
- View and print statements the day after they generate
- Customize report writing
- Make account transfers
- Set and receive alerts on transactions and for security
- Have multiple, unique online users with customized access
- Make wire transfers
- Issue Stop Payments
- View and print copies of checks and deposit tickets
- Pay bills electronically

## ACH ORIGATION SERVICES

Use the Automated Clearing House (ACH) Network to send and receive money electronically. Online templates can be created, or files can be uploaded, putting you in better cash flow control.

- Dual control security options with detailed reporting features
- Examples of use:
  - Payroll Direct Deposit
  - Accounts payable
  - Grant disbursements
  - Vendor Payments
  - Utility payment collections
  - Tax payments
  - Donation collections
  - Cash Concentration
  - Accounts receivable
  - Expense Reimbursements
  - Room Tax Collection

A member of the Treasury Management will handle the training for all users of the ACH Origination program. This training covers how to build, edit, and initiate ACH files. Our ACH platform can securely store your payment data within our digital banking platform.

## FRAUD PROTECTION PROGRAMS

Protect business accounts from ACH and check fraud with our two fraud protection programs. These programs allow a company to actively monitor transactions from impacting their accounts. Email/text notifications are generated with online decisioning on exception items.

**ACH BLOCKS & FILTERS** - Protect business accounts from ACH fraud

**POSITIVE PAY** - Protect business accounts from check fraud

## **ON-SITE/REMOTE DEPOSIT** – *Tax Seasonal Program Available*

A remote deposit solution that allows municipalities to scan checks received and transmits images to Peoples State Bank for deposit.

- Eliminate daily trips to the bank
- Reduce liability exposure by reducing employee bank runs
- Quicker access to funds
- Enhance cash flow
- Peoples maintains the check scanner

## **WIRES**

An established wire transfer agreement allows designated wire agents to send domestic and international wires.

Online wire module access available for sending outgoing, domestic wires – including repetitive wires.

## **ELÁN BUSINESS CREDIT CARDS\*\*\***

*CommUNITY Card* is especially designed for municipal customers with an easier way to manage cash flow and expenses.

- VISA® cards are accepted at more 24 million+ places worldwide
- Separate employee cards available with singular monitor portal
- Consolidated statements

*\*\*\* Elán sets all applicable fees, payment terms, and account terms and conditions.*



# Proposal for Business Banking Services

# Peoples

STATE BANK



**IntraFi**  
Network Deposits™

Formerly  
ICS® deposit products

DDA-MMDA OFFERING

ICS® deposit products are now called IntraFi® Network Deposits<sup>SM</sup>

## Safety. Return. Freedom.

Through IntraFi Network Deposits (formerly known as ICS, or the Insured Cash Sweep® service), many government depositors can access multi-million-dollar FDIC insurance on funds placed into demand deposit accounts (using the demand option), money market deposit accounts (using the savings option), or both.



### Through IntraFi Network Deposits, you can

- **Enjoy peace of mind.** Funds are eligible for multi-million-dollar FDIC insurance that's backed by the full faith and credit of the United States government.
- **Earn interest.** Put excess cash balances to work in demand accounts, money market deposit accounts, or both.
- **Save time.** By providing access to millions in FDIC insurance through a single bank relationship, IntraFi Network Deposits can help your organization to comply with investment policy mandates and avoid the hassles associated with ongoing collateral tracking.
- **Access funds.** Enjoy access to funds placed into demand deposit accounts and money market deposit accounts (while enjoying full liquidity in your transaction account at our bank).
- **Support your community.** Feel good knowing that the full amount of your funds placed through IntraFi Network Deposits can stay local to support lending opportunities that build a stronger community.<sup>1</sup>

Simply put, with IntraFi Network Deposits, you can have it all.

### How does IntraFi Network Deposits work?

We, like other institutions that offer IntraFi Network Deposits, are members of a special network. When we place your deposit through IntraFi Network Deposits, that deposit is divided into amounts under the standard FDIC insurance maximum of \$250,000. The amounts are then placed into deposit accounts at multiple, FDIC-insured banks. As a result, you can access FDIC coverage from many institutions while working directly just with us.

### Contact us today!

Treasury Management Department  
715.847.4197

[treasurymanagement@bankpeoples.com](mailto:treasurymanagement@bankpeoples.com)

# Peoples

STATE BANK

Member  
FDIC

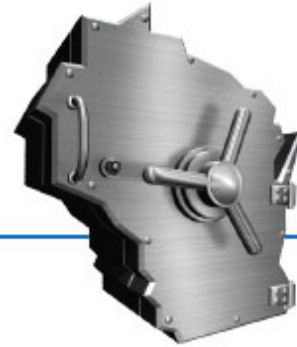
[1] When deposited funds are exchanged on a dollar-for-dollar basis with other institutions that use IntraFi Network Deposits, our bank can use the full amount of a deposit placed through IntraFi Network Deposits for local lending, satisfying some depositors' local investment goals or mandates. Alternatively, with a depositor's consent, our bank may choose to receive fee income instead of deposits from other participating institutions. Under these circumstances, deposited funds would not be available for local lending.

[2] If you choose both the savings and demand options, you will need to use a separate transaction account for each.

Placement of funds through IntraFi Network Deposits is subject to the terms, conditions, and disclosures in the program agreements, including the Deposit Placement Agreement ("DPA"). Limits apply, and customer eligibility criteria may apply. Program withdrawals may be limited to six per month for funds placed in MMDAs. Although funds are placed at destination banks in amounts that do not exceed the FDIC standard maximum deposit insurance amount ("SMDIA"), a depositor's balances at the relationship institution that places the funds may exceed the SMDIA (e.g., before settlement for a deposit or after settlement for a withdrawal) or be ineligible for FDIC insurance (if the relationship institution is not a bank). As stated in the DPA, the depositor is responsible for making any necessary arrangements to protect such balances consistent with applicable law. If the depositor is subject to restrictions on placement of its funds, the depositor is responsible for determining whether its use of IntraFi Network Deposits satisfies those restrictions. IntraFi, the IntraFi logo, Insured Cash Sweep, and ICS are registered service marks, and Network Deposits is a service mark, of IntraFi Network LLC.

Proposal intended to be held confidential.  
Prepared exclusively for Village of Kronenwetter – May 2023  
Rates subject to change

## Using IntraFi Network Deposits for Public Funds In the State of Wisconsin



### Public Domain and the Trust Funds

#### Chapter 34. Public Deposits

##### 34.01. Definitions.

In this chapter:

(4) "Public depositor" means the **state** or any **county, city, village, town, drainage district, power district, school district**, cooperative educational service agency, **sewer district**, or any commission, committee, board or officer of any governmental subdivision of the state or any court of this state, a corporation organized under [s. 39.33](#) or the housing and economic development authority if the authority elects to be bound by all or part of this chapter under [s. 234.32 \(2\)](#), which deposits any moneys in a public depository.

##### 34.05. Designation of public depositories.

\* \* \*

(4) Notwithstanding sub. (1), s. 66.0603 (1m) (a), or any other provision of law, the governing board of a public depositor may direct the treasurer of the governing board to deposit public moneys in a selected public depository and, directly or through an authorized agent, instruct the public depository to arrange for the redeposit of the moneys through a deposit placement program that meets all of the following conditions:

(a) On or after the date that it receives the public moneys, the selected public depository arranges for the redeposit of the moneys into deposit accounts in one or more federal or state savings and loan associations, state banks, federal or state savings banks, savings and trust companies, or national banks insured by the federal deposit insurance corporation or federal or state credit unions insured by the national credit union administration.

(b) The full amount of the public depositor's moneys redeposited by the selected depository into deposit accounts with the financial institutions identified in par. (a), plus any accrued interest, are insured by the federal deposit insurance corporation or national credit union administration.



## **BANK CONTACTS**

<b>ACCOUNT OFFICER</b>
<b>Heather Martell</b> – Branch Management Officer <i>direct: 715.847.4103   cell: 715.370.7123   heather.martell@bankpeoples.com</i>
<b>COMMERCIAL LOAN OFFICER</b>
<b>Meredith Otte</b> – Vice President Commercial and Private Banking <i>direct: 715.847.4015   cell: 715.370.2424   meredith.otte@bankpeoples.com</i>

## **TREASURY MANAGEMENT**

Our dedicated team of customer relations professionals work exclusively to support all Peoples State Bank business customers regardless of their geographic proximity to a branch. We directly implement access to, and provide on-going technical support for, our digital banking programs – including navigation throughout bankpeoples.com, ACH Origination, and On-Site/Remote Deposit. We make on-location visits to customers whenever needed and are available by phone and video conference, too.

<b>TREASURY MANAGEMENT</b>
<b>Gayle Boettcher</b> - Senior Leader, Vice President Treasury Management <i>direct: 715.847.4038   cell: 715.370.4038   gayle.boettcher@bankpeoples.com</i>
<b>Brittany Walters</b> – Cash Management Specialist II <i>direct: 715.847.4157   brittany.walters@bankpeoples.com</i>
<b>Kari Krahn</b> – Cash Management Specialist II <i>direct: 715.847.4152   cell: 715.370.7971   kari.krahn@bankpeoples.com</i>
<b>Amanda Paulson</b> – Cash Management Specialist <i>direct: 715.847.4007   cell: 715.370.4007   amanda.paulson@bankpeoples.com</i>
<b>Treasury Management Department</b> <i>Dept: 715.847.4197   treasurymanagement@bankpeoples.com</i>

## **BENEFITS OF WORKING WITH PEOPLES STATE BANK**

### **TEAM APPROACH**

You will be working with a team of bankers committed to knowing and understanding your business. This team is committed to providing you with the high level of service you deserve.

### **ACCESS TO DECISION MAKERS**

Peoples State Bank is a locally owned community bank. The individuals that make the decisions impacting your business are in Wausau, WI.

### **FLEXIBILITY**

Local ownership and decision-making allow us to custom design a financing structure that specifically meets your needs. We have the products and services to meet your banking needs.

### **CONSTANT ASSESSMENT OF YOUR BUSINESS NEEDS**

We are not typical bankers. We position ourselves as a business advisor for you and we will bring you new ideas that will add value to your business.