

PUBLIC DISCLOSURE

November 4, 2024

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

The Peoples Community Bank
Certificate Number: 15046

222 West Commercial Street
Mazomanie, Wisconsin 53560

Federal Deposit Insurance Corporation
Division of Depositor and Consumer Protection
Chicago Regional Office

300 South Riverside Plaza, Suite 1700
Chicago, Illinois 60606

This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

TABLE OF CONTENTS

INSTITUTION RATING.....	1
DESCRIPTION OF INSTITUTION.....	1
DESCRIPTION OF ASSESSMENT AREAS	3
SCOPE OF EVALUATION	4
CONCLUSIONS ON PERFORMANCE CRITERIA	5
DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW	7
MSA ASSESSMENT AREA– Full-Scope Review	7
NON-MSA ASSESSMENT AREA – Full-Scope Review	17
APPENDICES.....	26
SMALL BANK PERFORMANCE CRITERIA	26
GLOSSARY	27

INSTITUTION RATING

INSTITUTION'S CRA RATING: This institution is rated **Satisfactory**.

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment areas (AAs), including low- and moderate-income (LMI) neighborhoods, in a manner consistent with its resources and capabilities.

The Peoples Community Bank's satisfactory Community Reinvestment Act (CRA) performance under the Lending Test supports the overall rating. The following points summarize the bank's CRA performance:

- The loan-to-deposit (LTD) ratio is reasonable given the institution's size, financial condition, and credit needs of its AAs.
- A majority of the home mortgage, small business, and small farm loans are in the bank's AAs.
- The geographic distribution of home mortgage, small business, and small farm loans reflects reasonable dispersion throughout the Metropolitan Statistical Area (MSA) AA.
- The distribution of borrowers reflects reasonable penetration among individuals of different income levels and businesses and farms of different sizes.
- The institution did not receive any CRA-related complaints since the previous evaluation; therefore, this factor did not affect the Lending Test rating.

DESCRIPTION OF INSTITUTION

The Peoples Community Bank is a wholly owned subsidiary of The Peoples Community Bancshares, Inc., a one-bank holding company, which is in Mazomanie, Wisconsin. The bank has no other subsidiaries or affiliates. The Peoples Community Bank received a "Satisfactory" rating at its previous December 13, 2021, FDIC Performance Evaluation based on Interagency Small Institution CRA Examination Procedures.

The Peoples Community Bank's main office is also in Mazomanie, Wisconsin, with five additional branches located in Arena, Spring Green, Plain, Barneveld, and Richland Center. The Peoples Community Bank offers loan products including residential, commercial, agricultural, and consumer loans. The bank primarily focuses on residential, commercial, and agricultural lending. The institution provides a variety of deposit services including savings, checking, and certificates of deposit. Alternative banking services include internet, mobile, telephone banking, and five bank-owned ATMs. Further, all consumer, mortgage, commercial, and agricultural lenders are available to take applications after hours at the bank or consumer's place of business or residence. The Peoples Community Bank has not opened or closed any branch offices since the previous evaluation.

The bank offers special loan programs for residential, commercial, and agricultural lending. Regarding residential lending, the bank offers Freddie Mac Home Possible that provides home financing needs to LMI borrowers looking for low down payments and flexible sources of funding. The bank also offers special loan programs that target small businesses. Examples of such loan programs include the Small Business Administration (SBA) 504 Program and SBA 7a loans. Regarding agricultural lending, the bank offers special loan programs that target small farms including the Farm Service Agency (FSA) and Farmer Mac loans. These are guaranteed loans for farmers who cannot qualify for conventional loans. The guaranteed portion can be sold to Farmer Mac for a longer-term fixed rate real estate loan. For both small farms and small businesses, the bank has a relationship with the Pacific Coast Bankers Bank which offers fixed rate financing to farmers and business customers.

According to the September 30, 2024, Consolidated Reports of Condition and Income (Call Report), assets totaled \$373.4 million, which included total loans of \$219.2 million and total securities of \$109.8 million. Deposits totaled \$324.3 million. Total loans have increased 12.0 percent since the prior evaluation and total assets have increased by 3.7 percent. The following table shows that residential mortgage loans secured by 1-4 family and multifamily residential properties make up 32.2 percent of total loans, commercial loans secured by nonfarm nonresidential properties and commercial and industrial loans make up 36.3 percent of total loans, and farm loans secured by farmland and agricultural production and other loans to farmers make up 18.0 percent of total loans. Since the previous examination, home mortgage lending has increased by 11.0 percent, small business loans have remained consistent, and small farm loans have decreased by 12.4 percent. This table does not reflect residential mortgage loans sold in the secondary market, which equal 120 loans for \$26.2 million in 2022, 64 loans for \$14.2 million in 2023, and 44 loans for \$12.1 million for year-to-date in 2024. The following table provides details of The Peoples Community Bank's loan portfolio.

Loan Portfolio Distribution as of 09/30/2024		
Loan Category	\$(000s)	%
Construction, Land Development, and Other Land Loans	15,890	7.3
Secured by Farmland	35,081	16.0
Secured by 1-4 Family Residential Properties	60,252	27.5
Secured by Multifamily (5 or more) Residential Properties	10,208	4.7
Secured by Nonfarm Nonresidential Properties	63,881	29.2
Total Real Estate Loans	185,312	84.7
Commercial and Industrial Loans	15,547	7.1
Agricultural Production and Other Loans to Farmers	4,407	2.0
Consumer Loans	5,692	2.6
Obligations of State and Political Subdivisions in the U.S.	6,196	2.8
Other Loans	1,998	0.9
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	0	0.0
Total Loans	219,152	100.0
<i>Source: Reports of Condition and Income, Due to rounding, totals may not equal 100.0 percent.</i>		

Examiners did not identify any financial, legal, or other impediments that affect the bank's ability to meet the AAs' credit needs.

DESCRIPTION OF ASSESSMENT AREAS

The CRA requires each financial institution to define one or more AAs within which examiners will evaluate the bank's CRA performance. The Peoples Community Bank defined an AA that contains census tracts in both the MSA and in non-MSA counties in southwestern Wisconsin. The area is separated into two AAs for the purpose of this evaluation. The MSA AA consists of five census tracts in western Dane County and all six census tracts in Iowa County. The non-MSA AA consists of three census tracts in southern Sauk County and all five census tracts in Richland County. The AA boundaries are unchanged since the previous evaluation; however, one income level designation for census tracts has changed. The one moderate-income census tract in Richland County has changed to a middle-income census tract. Refer to the individual AA sections for additional information. The two AAs do not arbitrarily exclude any LMI census tracts, do not reflect illegal discrimination, and otherwise meet the requirements of the CRA. The following table illustrates the counties and overall deposit balances within the two AAs.

Assessment Area Breakdown Deposits and Branches					
Assessment Area	Counties in Assessment Area	Deposits		Branches	
		\$(000s)	%	#	%
MSA	Dane County and Iowa County	152,116	48.2	3	50.0
Non-MSA	Richland County and Sauk County	163,385	51.8	3	50.0
Total		315,501	100.0	6	100.0
<i>Source: Bank Data; FDIC Summary of Deposits (06/30/2024)</i>					

SCOPE OF EVALUATION

General Information

This evaluation covers the period from the previous evaluation dated December 13, 2021, to the current evaluation date of November 4, 2024. Examiners used the Interagency Small Institution CRA Examination Procedures to evaluate the CRA performance. These procedures include the Lending Test. The Appendix details the performance criteria for this test, while the Glossary provides pertinent definitions. This evaluation does not include any lending activity performed by affiliates.

Examiners completed a full-scope review of both AAs. In determining the rating of the institution, examiners gave equal weight to the AAs in overall conclusions. Examiners placed higher evaluation consideration on the Borrower Profile performance in the AAs, as this is a better indicator of who the bank is serving. Examiners analyzed the bank's CRA performance in relation to the bank's performance context, which includes (but is not limited to) bank size and structure, financial condition, loan mix, resources, limitations, AA demographics, economic factors, competition, loan demand, and available opportunities.

In arriving at overall conclusions, examiners relied on various sources of economic and demographic data, which include the following: Federal Financial Institutions Examination Council (FFIEC), 2020 U.S. Census data, D&B data, U.S. Bureau of Labor Statistics, Wisconsin Realtors Association, 2017 United States Department of Agriculture (USDA) Census of Agriculture data, 2022 USDA Census of Agriculture data, performances of similarly situated institutions (SSIs), and Wisconsin Department of Workforce Development.

Activities Reviewed

Examiners determined that the bank's major product lines are home mortgage, small business, and small farm loans. This conclusion considered the bank's business strategy, the number and dollar volume of loans originated during the evaluation period, and bank management comments. Based on these considerations, home mortgage lending performance received greatest consideration and carried the most weight when arriving at overall conclusions. Small business lending carried the second highest weight, while small farm performance received the least weight of the three products. No other types of loan products, such as consumer loans, represent a major product line and, therefore, they were not considered in this evaluation.

The bank is a Home Mortgage Disclosure Act (HMDA) reporter. Examiners reviewed and analyzed the universe of 2022 and 2023 HMDA-reported loans for this evaluation. Examiners reviewed small business and small farm loans originated from January 1, 2023, through December 31, 2023, as this was representative of the entire review period. The bank does not collect or report small business or small farm lending data; therefore, examiners reviewed a random sample of small business loans using the 10.0 percent precision level in 2023 and small farm loans using the 5.0 percent precision level in 2023 within the AAs for the Borrower Profile criterion. The following table shows the universe and sample sizes reviewed for 2022 and 2023 by loan type.

Loan Products Reviewed				
Loan Category	Universe		Reviewed	
	#	\$(000s)	#	\$(000s)
Home Mortgage – 2022	218	46,023	218	46,023
Home Mortgage – 2023	161	31,637	161	31,637
Small Business – 2023	109	14,841	47	4,723
Small Farm – 2023	74	8,167	59	6,800
<i>Source: Bank Data</i>				

CONCLUSIONS ON PERFORMANCE CRITERIA

LENDING TEST

The bank demonstrated reasonable performance under the Lending Test. Examiners primarily support this conclusion by the overall reasonable performance in both AAs.

Loan-to-Deposit Ratio

The bank's LTD ratio is reasonable given the bank's size, financial condition, AAs' credit needs, and area opportunities. The bank's net LTD ratio, calculated from Call Report data, averaged 61.4 percent over the past 11 calendar quarters since the previous evaluation. During this evaluation period, the bank's ratio ranged from a low of 53.9 (December 31, 2022) to its current high of 72.0 (as of June 30, 2024). The bank's ratio has trended upwards since December 31, 2022. The bank maintained a ratio in line with that of SSIs, as shown in the following table. Examiners selected SSIs based on their asset size, geographic location, bank structure, lending focus, and input from bank management.

Loan-to-Deposit Ratio Comparison		
Bank	Total Assets as of 06/30/2024 (\$000s)	Average Net LTD Ratio (%)
The Peoples Community Bank	358,892	61.4
Richland County Bank	106,921	45.8
Farmers Savings Bank*	405,246	54.4
Royal Bank*	738,634	73.8
Mound City Bank*	498,742	87.7
Source: Reports of Condition and Income 12/31/2021 through 06/30/2024 *Denotes bank selected SSIs		

Assessment Area Concentration

The bank made a majority of home mortgage, small business, and small farm loans, by number and dollar volume, within the AAs. See the following table for details.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans				Total \$
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2022	165	75.7	53	24.3	218	34,758	75.5	11,265	24.5	46,023
2023	118	73.3	43	26.7	161	23,032	72.8	8,605	27.2	31,637
Subtotal	283	74.7	96	25.3	379	57,790	74.4	19,870	25.6	77,660
Small Business										
2023	78	71.6	31	28.4	109	8,874	59.8	5,967	40.2	14,841
Small Farm										
2023	63	85.1	11	14.9	74	6,731	82.4	1,436	17.6	8,167
Source: Bank Data Due to rounding, totals may not equal 100.0%										

Geographic Distribution

The geographic distribution of loans reflects reasonable dispersion throughout the MSA AA. Examiners based this conclusion primarily on the reasonable dispersion of home mortgage loans. Performance was consistent throughout the MSA AA for each loan type. For this performance criterion, examiners focused on the percentage of loans by number originated within the moderate-income census tracts. Examiners provide a complete discussion of the bank's geographic distribution lending performance in the MSA AA section of this evaluation.

The non-MSA AA is homogenous, comprised of only middle- and upper-income geographies. As such, examiners did not conduct a comprehensive analysis of the geographic distribution of home mortgage, small business, and small farm loans as it would not yield any meaningful conclusions.

Borrower Profile

The distribution of borrowers reflects reasonable penetration. Examiners based this conclusion primarily on the reasonable penetration of the home mortgage loans in the MSA and non-MSA AAs. Performance was consistent throughout the AAs for each loan type. Examiners focused on the number of home mortgage loans to LMI borrowers and the percentage by number of small business and small farm loans to entities with gross annual revenues of \$1 million or less. Examiners reviewed only those loans extended within the AAs to perform this analysis. Examiners provide a complete discussion of the bank's borrower profile lending performance in the separate AA sections of this evaluation.

Response to Complaints

The bank did not receive any CRA-related complaints since the previous evaluation; therefore, this criterion did not affect the Lending Test rating.

DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

Examiners reviewed the bank's compliance with the laws relating to discrimination and other illegal credit practices, including the Fair Housing Act and the Equal Credit Opportunity Act. Examiners did not identify any discriminatory or other illegal credit practices.

MSA ASSESSMENT AREA– Full-Scope Review

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE MSA ASSESSMENT AREA

The MSA AA includes 11 census tracts among Dane and Iowa counties. There have been no changes to the MSA AA since the prior evaluation.

Economic and Demographic Data

Evaluation of lending data during 2022 and 2023 uses the 2020 U.S. Census for comparisons. The census tracts in this AA reflect the following income designations:

- Two moderate-income
- Nine middle-income

The three branches located in this AA are all in middle-income census tracts. There are no low-income census tracts in the AA. The following table illustrates key demographic data specific to the AA.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	11	0.0	18.2	81.8	0.0	0.0
Population by Geography	49,719	0.0	12.2	87.8	0.0	0.0
Housing Units by Geography	22,386	0.0	13.6	86.4	0.0	0.0
Owner-Occupied Units by Geography	16,056	0.0	12.5	87.5	0.0	0.0
Occupied Rental Units by Geography	4,829	0.0	12.3	87.7	0.0	0.0
Vacant Units by Geography	1,501	0.0	30.7	69.3	0.0	0.0
Businesses by Geography	5,543	0.0	10.2	89.8	0.0	0.0
Farms by Geography	696	0.0	20.4	79.6	0.0	0.0
Family Distribution by Income Level	13,011	16.4	20.2	28.1	35.2	0.0
Household Distribution by Income Level	20,885	20.1	21.3	18.1	40.6	0.0
Median Family Income MSA - 31540 Madison, WI MSA		\$97,334	Median Housing Value			\$205,425
			Median Gross Rent			\$888
			Families Below Poverty Level			3.3%
Source: 2020 U.S. Census and 2023 D&B Data Due to rounding, totals may not equal 100.0% (*) The NA category consists of geographies that have not been assigned an income classification.						

There are 22,386 housing units in the AA, with 71.7 percent owner-occupied, 21.6 percent occupied rental, and 6.7 percent vacant. The type of housing is 90.5 percent 1-4 family, 6.6 percent multifamily (five or more units), and 2.9 percent mobile homes. This data provides insight into the potential credit needs and opportunities for various types of residential lending.

Examiners used the FFIEC-updated median family income level to analyze home mortgage loans under the Borrower Profile criterion. The low-, moderate-, middle-, and upper-income categories are presented in the following table. These categories are based on the 2021, 2022, and 2023 FFIEC-estimated median family incomes of \$99,000, \$111,800, and \$117,100.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
2021 (\$99,000)	<\$49,500	\$49,500 to <\$79,200	\$79,200 to <\$118,800	≥\$118,800
2022 (\$111,800)	<\$55,900	\$55,900 to <\$89,440	\$89,440 to <\$134,160	≥\$134,160
2023 (\$117,100)	<\$58,550	\$58,550 to <\$93,680	\$93,680 to <\$140,520	≥\$140,520
Source: FFIEC				

The Wisconsin Realtors Association provides information on the number of home sales and median sales price by county. The following information provides insight into the availability of housing, the market's potential credit needs, as well as the potential affordability of the housing to LMI

individuals. As the following table illustrates, the median home prices increased each year since the prior evaluation for Dane County. For Iowa County, the median home prices slightly declined in 2023.

Housing Sales and Median Prices				
Year	Dane County		Iowa County	
	Total Sales	Median Home Price (\$)	Total Sales	Median Home Price (\$)
2021*	9,007	351,000	285	220,000
2022*	7,674	385,000	276	252,500
2023*	6,167	410,000	228	252,000

Source: Wisconsin Realtors Association *Denotes year-end figures

Unemployment rates have declined since the previous evaluation. Notably, Dane and Iowa counties have unemployment rates below the statewide and national rates.

Unemployment Rates			
Area	2021	2022	2023*
	%	%	%
Dane County	2.9	2.1	2.1
Iowa County	3.5	2.6	2.4
Statewide	3.9	2.9	2.9
Nationwide	5.3	3.6	3.5

Source: Bureau of Labor Statistics *Denotes as of December 31, 2023

The largest employment sectors in the AA are services (30.7 percent); non-classifiable establishments (21.8 percent); and agriculture, forestry, and fishing (11.2 percent). Of the above businesses, 65.8 percent have four or fewer employees, while 93.8 percent have nine or fewer employees. This data further demonstrates that a large percentage of AA businesses are smaller businesses. Top employers within the AA include Duluth Holdings Inc. out of Dane County and Land's End Inc. and Hodan Center Svc Inc. out of Iowa County.

The analysis of small farm loans under the Borrower Profile criterion analyzes the distribution of loans by gross annual revenue levels. According to the 2023 D&B data, there were 696 reporting farms in the AA. Of these, 142 (20.4 percent) are within the two moderate-income census tracts of Iowa County.

In Dane and Iowa counties, the number of farms continues to decrease. This is generally consistent with the purchasing and consolidation of small farms. Furthermore, the census data shows that while the average market value of products sold has increased substantially over the last five years, the average market value of land and buildings also substantially increased, more so in Iowa County. This information provides insight to the decreased opportunities and higher costs to small farms. Refer to the below table for additional AA farm data.

Assessment Area Agricultural Data – By County				
Census Data	Dane County	% Change*	Iowa County	% Change*
Number of Farms	2,284	(11.0)	1,534	(2.4)
Average Farm Size (acres of land)	197	0.0	244	6.6
Average Market Value of Land & Buildings	\$1,855,202	14.0	\$1,559,500	40.3
Market Value of Agricultural Products Sold	\$286,072	44.2	\$207,686	58.4

*Source: 2022 USDA Census of Agriculture; *Denotes change from the 2017 USDA Census of Agriculture*

Notably, there are differences in the reported number of farms based on D&B data and the agricultural census. While the Lending Test relies on demographic information obtained from D&B for comparative purposes, the 2022 USDA Census of Agriculture also provides insight into potential demand and opportunities for banks.

Competition

The AA has moderate competition in the market for financial services. The 2023 deposit market share data reflect 11 financial institutions operating 20 offices within the AA. Of these, the bank ranked third with a deposit market share of approximately 15.0 percent.

There is a strong level of competition for home mortgage loans among the various banks, credit unions, and non-depository mortgage lenders within the AA. Based on the reported HMDA loans, the 2022 aggregate lending data (peer mortgage data) shows that 157 financial institutions originated 1,747 home mortgage loans in the AA. The bank ranked fifth, by number, with a market share of approximately 3.9 percent. Additionally, the 2023 HMDA aggregate lending data shows that 124 financial institutions originated 1,309 home mortgage loans in the AA. The bank ranked fourth, by number, with a market share of approximately 4.4 percent. Examiners used 2022 and 2023 HMDA aggregate lending data as standards of comparison for the bank's mortgage lending performance under the Lending Test.

The bank is not required to collect or report small business and small farm loan data, and it has not elected to do so. Therefore, the analysis of small business and small farm loans does not include direct comparisons to aggregate lending data. The aggregate lending data, however, is an indicator of the level of demand and opportunities for small business and small farm loans and is therefore included here. The aggregate lending data only includes loans originated by reporting banks. Aggregate lending data for 2022, which is the most current year available, shows that 92 institutions reported 9,963 small business loans. However, the inclusion of Dane County substantially skews the data, as the AA only includes five census tracts in Dane County. In Iowa County, 35 lenders reported 294 small business loans indicating a moderate degree of competition for this product. Aggregate lending data for 2022, shows that 21 institutions reported 345 small farm loans in the AA counties, indicating strong competition for these products. In Iowa County, 18 lenders reported 96 small farm loans, indicating a modest degree of competition for this product. Many institutions are not required to report lending data; therefore, competition for these loan types is greater than the aggregate lending data reflects.

Community Contact

As part of the evaluation process, examiners use information obtained from third parties active in the AA to assist in identifying the credit needs and opportunities. This information helps determine whether local financial institutions are responsive to these needs. Examiners reviewed a recently completed community contact interview with a government-planning agency that serves Iowa County. The contact expressed that there is currently very little economic and residential development occurring in Iowa County and that the area relies heavily on tourism and agriculture. While there are opportunities for residential and business development, many developers are not as willing to develop in these rural areas. Many developers would rather develop in more metropolitan areas, primarily due to costs, business and financing risks, and lack of qualified labor.

The contact stated that small businesses are currently struggling with trying to obtain financing and flexible funding that would work for their needs. Additionally, labor shortages (lack of qualified labor force) are a hindrance for the county in attracting new businesses, as well as, for current business expansions. Housing continues to have a very limited housing stock. There is a need for more housing of all sizes and values in the county, especially for affordable housing. Housing costs continue to rise and LMI individuals are typically not able to afford higher-end housing stock or new construction. In addition, there is a general need for financing of small farms. The contact noted that many retiring farmers are selling to neighboring farms, since the younger generation is less disposed to taking over the family farm. The results of this have been an increase in larger farms throughout the county. They are also seeing land values continue to increase. Given these factors, it is rare to have a new farm start-up.

The contact expressed that the western half of Iowa County is more rural, predominantly farmland, and has very little business districts and employment opportunities in the smaller communities located there. Therefore, non-farm residents tend to commute to other communities inside and outside the county for employment. For convenience, residents of that area tend to conduct their banking business in the community where they work.

Credit Needs

Considering information from bank management, the community contact, as well as AA demographic and economic data, examiners determined that there are credit needs for affordable housing, small businesses, and small farms in the AA, including start-up business financing and more flexible loan programs. The community contact substantiates this, as well as the large number of businesses with nine or fewer employees. Additionally, the median housing values in comparison to the LMI levels, support the need for more affordable housing and the number of small farms with gross annual revenues of \$1 million or less supports this conclusion.

CONCLUSIONS ON PERFORMANCE CRITERIA IN THE MSA ASSESSMENT AREA

LENDING TEST

The Peoples Community Bank demonstrated reasonable performance under the Lending Test. Geographic Distribution and Borrower Profile performance primarily supports this conclusion.

Geographic Distribution

The AA does not contain any low-income geographies. Therefore, examiners focused the geographic distribution analysis on lending activity in the moderate-income census tracts. The geographic distribution of loans throughout the AA reflects reasonable dispersion. Examiners compared the home mortgage lending performance to aggregate lending and demographic data, and the bank's small business and small farm lending performances to the available D&B data. The data and analyses only include loans originated within the bank's MSA AA.

Home Mortgage Loans

The geographic distribution of home mortgage loans is reasonable. The Peoples Community Bank's lending performance is below the presented demographics for both years; however, the bank's performance is above 2022 aggregate lending data and is consistent with 2023 aggregate lending data. Considering the performance levels, as well as AA demographics, opportunities, competition, and office locations, the home mortgage geographic distribution is reasonable.

Geographic Distribution of Home Mortgage Loans						
Tract Income Level	% of Owner-Occupied Housing Units	Aggregate Performance % of #	#	%	\$(000s)	%
Moderate						
2022	12.5	7.0	6	9.0	1,109	7.4
2023	12.5	7.6	4	6.9	302	2.6
Middle						
2022	87.6	93.0	61	91.0	13,846	92.6
2023	87.6	92.4	54	93.1	11,413	97.4
Totals						
2022	100.0	100.0	67	100.0	14,955	100.0
2023	100.0	100.0	58	100.0	11,715	100.0
Source: 2020 U.S. Census; Bank Data, 2022 & 2023 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%						

Small Business Loans

The bank's small business lending performance is below, but reasonably in line with, the percentage of businesses in the moderate-income census tracts. While there were no loans originated to businesses in the moderate-income census tracts in 2023, examiners considered several factors in arriving at the overall reasonable performance conclusion.

Although the bank is not a small business loan reporter, aggregate lending data provides an indication of the demand for loans in moderate-income census tracts located in Iowa County. Though aggregate performance in the moderate-income census tracts trails the demographic (7.6 percent in 2022), the bank's performance was below this level. Notably, the four banks who made the most small business loans recorded in the aggregate lending data in Iowa County are large national banks. These four banks made 66.8 percent of the reported small business loans in Iowa County.

The two-moderate income census tracts are located on the western border of Iowa County. The Barneveld branch (Iowa County) is located approximately 14.6 air miles away from the closest moderate-income census tract and the Spring Green branch (Sauk County) is located approximately 4.0 air miles away from the closest moderate-income census tract. Further, there is strong competition in this area. There are seven financial institutions that are located closer to the moderate-income census tract compared to the Barneveld branch and there are two financial institutions that are located closer to the moderate-income census tract compared to the Spring Green branch. Additionally, the community contact expressed that the western half of Iowa County is more rural, predominantly farmland, and has very little business districts and employment opportunities in the smaller communities in the area. In addition, there are a relatively small number of businesses in the two moderate-income census tracts. In 2023, there were 565.

Upon review of 2022 and 2024 lending data, examiners identified that no loans were originated in the moderate-income census tracts in 2022, and two loans were originated in the moderate-income census tracts year-to-date in 2024. The percent by number in year-to-date loans in 2024 is 8.0 percent and by dollar amount 2.8 percent. Considering the increase in performance in 2024 and the factors discussed above, the geographic distribution of small business loans in the moderate-income census tracts is reasonable. See the below table for details.

Geographic Distribution of Small Business Loans					
Tract Income Level	% of Businesses	#	%	\$(000s)	%
Moderate					
2023	10.2	0	0.0	0	0.0
Middle					
2023	89.8	33	100.0	5,772	100.0
Totals					
2023	100.0	33	100.0	5,772	100.0
Source: 2023 D&B Data; Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%					

Small Farm Loans

The bank's small farm lending performance is below, but reasonably in line with, the percentage of farms in the moderate-income census tracts. Examiners considered several factors in arriving at the overall reasonable performance conclusion.

First, the percentage of these loans within moderate-income census tracts, by number and dollar amount has increased from the prior evaluation with a performance level of 11.8 percent by number and 8.5 percent by dollar amount in 2020. Additionally, the bank has experienced a decline in overall farm lending as a percentage of the loan portfolio during the evaluation period, primarily due to commercial lending grew much more than farm lending and some small farms sold to larger operations. Further, there are a relatively small number of farms in the two moderate-income census tracts. In 2023 there were 142.

As previously mentioned, the bank's branches are not located within proximity to the two-moderate income census tracts located on the western border of Iowa County. The closest branch office is in Spring Green (Sauk County). There are a significant number of other financial institutions located closer to the two moderate-income census tracts which service the financial needs of the farms in those census tracts. Examiners noted at the last evaluation, the bank made 10 long-term fixed rate loans to farmers through the FSA/Farmer Mac in the MSA AA. This reduces the demand for farm loans that are typically renewed or refinanced on an annual or semiannual basis. These guaranteed loans are provided to farmers who cannot qualify for conventional loans. See the following table for details.

Geographic Distribution of Small Farm Loans					
Tract Income Level	% of Farms	#	%	\$(000s)	%
Moderate					
2023	20.4	5	12.8	591	14.2
Middle					
2023	79.6	34	87.2	3,564	85.8
Totals					
2023	100.0	39	100.0	4,155	100.0
Source: 2023 D&B Data; Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%					

Borrower Profile

Overall, the borrower profile distribution reflects a reasonable penetration among individuals of different income levels and businesses and farms of different sizes. The bank's reasonable performance of home mortgage, small business, and small farm loans supports this conclusion.

Home Mortgage Loans

The distribution of home mortgage loans to individuals of different income levels, including LMI borrowers, is reasonable. As noted previously, examiners emphasized performance by number of loans extended.

For 2022, The Peoples Community Bank's performance in lending to low-income borrowers is in line with aggregate performance levels and is slightly below the demographic data. Lending by number increased in 2023 in which lending is above both aggregate performance levels and the demographic data.

The Peoples Community Bank's lending to moderate-income borrowers is significantly above aggregate performance and the demographic data in 2022. Lending performance declines in 2023 and is comparable to both the aggregate performance and demographic data. See the following table for details.

Distribution of Home Mortgage Loans by Borrower Income Level						
Borrower Income Level	% of Families	Aggregate Performance % of #	#	%	\$(000s)	%
Low						
2022	16.4	12.0	8	11.9	1,116	7.5
2023	16.4	12.8	11	19.0	728	6.2
Moderate						
2022	20.2	23.6	28	41.8	4,869	32.6
2023	20.2	22.5	11	19.0	1,097	9.4
Middle						
2022	28.1	26.2	14	20.9	2,902	19.4
2023	28.1	24.9	16	27.6	3,481	29.7
Upper						
2022	35.2	30.2	13	19.4	4,528	30.3
2023	35.2	32.9	15	25.9	5,483	46.8
Not Available						
2022	0.0	8.0	4	6.0	1,540	10.3
2023	0.0	7.0	5	8.6	926	7.9
Totals						
2022	100.0	100.0	67	100.0	14,955	100.0
2023	100.0	100.0	58	100.0	11,715	100.0
Source: 2020 U.S. Census; Bank Data, 2023 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%						

Small Business Loans

The distribution of borrowers reflects reasonable penetration among businesses of different sizes. Of the small business loans sampled, the bank's performance was below the demographics. As noted previously, examiners emphasized performance by number of loans extended.

In the AA, 93.8 percent of businesses have nine or fewer employees. It is typical for business owners to use personal lines of credit to respond to business credit needs on a limited basis before seeking longer term financing. Therefore, while the demographic presents all businesses within the AA, those actually seeking financing is typically lower than the demographic. Additionally, examiners reviewed the bank's performance in relation to two SSIs in the MSA AA who had reviews of 2023 small business loans. One bank's performance was 77.9 percent and was considered reasonable. The Peoples Community Bank's performance is slightly below that of the SSI. The other bank's performance was 65.0 percent and was considered reasonable. The Peoples

Community Bank's performance is above that of the SSI. Additionally, although the bank is not a small business data reporter, the reported data provides some idea of loan demand and performance by reporting institutions. The most recent aggregate lending data is from 2022, in which lending to businesses with revenues of \$1 million or less was 57.2 percent. The bank's performance substantially exceeded this level.

Further, since the last evaluation, the bank originated one SBA 504 loan and two SBA 7a loans in the MSA AA. These loans are designed to support small businesses, demonstrating further efforts on the bank's part to support small businesses in the AA. Considering the bank's overall performance, demographics, competition, and all the factors noted above, the bank's distribution of loans to businesses of various sizes is reasonable.

Distribution of Small Business Loans by Gross Annual Revenue Category					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000					
2023	89.7	17	73.9	1,659	66.1
>\$1,000,000					
2023	2.9	6	26.1	851	33.9
Revenue Not Available					
2023	7.5	0	0.0	0	0.0
Totals					
2023	100.0	23	100.0	2,510	100.0
Source: 2023 D&B Data; Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%					

Small Farm Loans

Although the distribution of small farm loans with revenues of \$1 million or less trails the demographic by 10.4 percentage points, the performance is nonetheless reasonable based on the performance context. Demographic data provides the percentage of farms located in the AA but does not represent the percentage of farms actually seeking financing. Not all Wisconsin farms are operated by full-time farmers. Data from the 2022 USDA Census of Agriculture discloses that 54.8 percent of all Wisconsin farms are operated as a secondary occupation. Additionally, 64.4 percent of all Wisconsin farms that have 219 acres or less are operated as a secondary occupation and 63.4 percent of all Wisconsin farms that have 259 acres or less are operated as a secondary occupation. In Dane County, at least half of the farms are under 197 acres and for Iowa County, at least half of the farms are under 244 acres. When farming is not the primary occupation, the farmer may utilize other financial assets such as consumer revolving credit or home equity lines of credit to obtain financing. Therefore, this limits the demand and opportunity to extend small farm loans to borrowers with revenues of \$1 million or less.

Additionally, although the bank is not a small farm data reporter, the reported data provides some idea of loan demand and performance by reporting institutions. The most recent aggregate lending data is from 2022, in which lending to farms with revenues of \$1 million or less was 43.7 percent.

The bank's performance substantially exceeded this level. Considering the bank's overall performance, demographics, competition, and all the factors noted above, the bank's distribution of loans to farms of various sizes is reasonable.

Distribution of Small Farm Loans by Gross Annual Revenue Category					
Gross Revenue Level	% of Farms	#	%	\$(000s)	%
<=\$1,000,000					
2023	99.0	31	88.6	3,327	81.8
>\$1,000,000					
2023	0.7	4	11.4	741	18.2
Revenue Not Available					
2023	0.3	0	0.0	0	0.0
Totals					
2023	100.0	35	100.0	4,068	100.0
<i>Source: 2023 D&B Data; Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%</i>					

NON-MSA ASSESSMENT AREA – Full-Scope Review

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE NON-MSA ASSESSMENT AREA

The non-MSA AA includes eight census tracts among Richland and Sauk counties.

Economic and Demographic Data

Evaluation of lending data during 2022 and 2023 uses the 2020 U.S. Census for comparisons. The census tracts in this AA reflect the following income designations:

- Seven middle-income
- One upper-income

The three branches in this AA are all located in middle-income census tracts. There are no LMI census tracts in the AA.

The following table illustrates select demographic characteristics of this AA based on the 2020 U.S. Census.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	8	0.0	0.0	87.5	12.5	0.0
Population by Geography	28,344	0.0	0.0	89.9	10.1	0.0
Housing Units by Geography	13,973	0.0	0.0	90.2	9.8	0.0
Owner-Occupied Units by Geography	9,284	0.0	0.0	89.7	10.3	0.0
Occupied Rental Units by Geography	2,899	0.0	0.0	87.0	13.0	0.0
Vacant Units by Geography	1,790	0.0	0.0	98.0	2.0	0.0
Businesses by Geography	2,874	0.0	0.0	87.3	12.7	0.0
Farms by Geography	424	0.0	0.0	95.8	4.2	0.0
Family Distribution by Income Level	7,725	17.1	20.0	23.2	39.6	0.0
Household Distribution by Income Level	12,183	22.3	16.9	19.6	41.3	0.0
Median Family Income Non-MSAs – WI		\$71,740	Median Housing Value			\$160,726
			Median Gross Rent			\$719
			Families Below Poverty Level			6.9%
Source: 2020 U.S. Census and 2023 D&B Data Due to rounding, totals may not equal 100.0% (*) The NA category consists of geographies that have not been assigned an income classification.						

There are 13,973 housing units in the AA, with 66.4 percent owner-occupied, 20.8 percent occupied rental, and 12.8 percent vacant. The type of housing is 87.2 percent 1-4 family, 6.8 percent multifamily (five or more units), and 5.8 percent mobile homes. This data provides insight into the potential credit needs and opportunities for various types of residential lending.

Examiners used the FFIEC-updated median family income level to analyze home mortgage loans under the Borrower Profile criterion. The low-, moderate-, middle-, and upper-income categories are presented in the following table. These categories are based on the 2021, 2022, and 2023 FFIEC-estimated median family incomes of \$69,600, \$81,500, and \$86,000.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
2021 (\$69,600)	<\$34,800	\$34,800 to <\$55,680	\$55,680 to <\$83,520	≥\$83,520
2022 (\$81,500)	<\$40,750	\$40,750 to <\$65,200	\$65,200 to <\$97,800	≥\$97,800
2023 (\$86,000)	<\$43,000	\$43,000 to <\$68,800	\$68,800 to <\$103,200	≥\$103,200
Source: FFIEC				

The Wisconsin Realtors Association provides information on the number of home sales and median sales price by county. The following information provides insight into the availability of housing, the market's potential credit needs, as well as the potential affordability of the housing to LMI

individuals. As the following table illustrates, the median home prices increased each year since the prior evaluation for both Richland and Sauk counties.

Housing Sales and Median Prices				
Year	Richland County		Sauk County	
	Total Sales	Median Home Price (\$)	Total Sales	Median Home Price (\$)
2021	184	171,500	1,018	241,750
2022	196	184,000	833	272,900
2023	136	204,450	736	285,500

Source: Wisconsin Realtors Association

Unemployment rates have declined since the previous evaluation. Notably, Richland and Sauk counties have unemployment rates below the national rates as of December 2023.

Unemployment Rates			
Area	2021	2022	2023*
	%	%	%
Richland County	3.6	2.9	2.8
Sauk County	4.1	2.8	2.7
Statewide	3.9	2.9	2.9
Nationwide	5.3	3.6	3.5

Source: Bureau of Labor Statistics *Denotes as of December 31, 2023

The largest employment sectors in the AA are services (28.2 percent); non-classifiable establishments (18.7 percent); and agriculture, forestry, and fishing (12.9 percent). Of the above businesses, 66.0 percent have four or fewer employees, while 92.5 percent have nine or fewer employees. This data further demonstrates that a large percentage of AA businesses are smaller businesses. Top employers within the AA include Cardinal CG Co. out of Sauk County and Rockwell Automation and Richland Hospital Inc. out of Richland County.

The analysis of small farm loans under the Borrower Profile criterion also analyzes the distribution of such loans by gross annual revenue levels. According to the 2023 D&B data, there were 424 reporting farms in the AA.

In Richland and Sauk counties, the number of farms continues to decrease. This is generally consistent with the purchasing and consolidation of small farms. Furthermore, the census data shows that while the average market value of products sold has increased substantially over the last five years, the average market value of land and buildings also substantially increased. Specifically in Richland County, the average market value of land and buildings has increased 38.0 percent more than the increase in the market value of agricultural products sold. This information provides insight to the decreased opportunities and higher costs to small farms. Refer to the below table for additional AA farm data.

Assessment Area Agricultural Data – By County				
Census Data	Richland County	% Change	Sauk County	% Change
Number of Farms	1,062	(3.7)	1,408	(0.3)
Average Farm Size (acres of land)	230	15.0	212	0.0
Average Market Value of Land & Buildings	\$1,099,324	64.0	\$1,329,231	49.0
Market Value of Agricultural Products Sold	\$172,308	26.0	\$191,083	52.8

*Source: 2022 USDA Census of Agriculture; *Denotes change from the 2017 USDA Census of Agriculture*

Notably, there are differences in the reported number of farms based on D&B data and the agricultural census. While the lending test relies on demographic information obtained from D&B for comparative purposes, the 2022 USDA Census of Agriculture also provides insight into potential demand and opportunities for banks.

Competition

The AA has moderate competition in the market for financial services. The 2023 deposit market share data reflect 10 financial institutions operating 14 offices within the AA. Of these, the bank ranked second with a deposit market share of approximately 21.4 percent.

There is a strong level of competition for home mortgage loans amount the various banks, credit unions, and non-depository mortgage lenders within the AA. Based on the reported HMDA loans, the 2022 aggregate lending data shows that 112 financial institutions originated 683 home mortgage loans in the AA. The bank ranked first, by number, with a market share of approximately 14.5 percent. Additionally, the 2023 HMDA aggregate data show that 152 financial institutions originated 1,814 home mortgage loans in the AA. The bank ranked third, by number, with a market share of approximately 6.5 percent. Examiners used 2022 and 2023 HMDA aggregate data as standards of comparison for the bank’s mortgage lending performance under the Lending Test.

The bank is not required to collect or report small business and small farm loan data, and it has not elected to do so. Therefore, the analysis of small business and small farm loans do not include direct comparisons to aggregate lending data. The aggregate lending data, however, is an indicator of the level of demand and opportunities for small business and small farm loans and is therefore included here. The aggregate lending data only includes loans originated by reporting banks. Aggregate lending data for 2022, which is the most current year available, shows that 52 institutions reported 1,351 small business loans, and 19 institutions reported 170 small farm loans in the AA counties, indicating moderate competition for these products. Many institutions are not required to report lending data; therefore, competition for these loan types is greater than the aggregate lending data reflects.

Community Contact

As part of the evaluation process, examiners contact third parties active in the AA to assist in identifying credit needs. This information helps determine whether local financial institutions are responsive to these needs.

Examiners conducted one community contact interview with an economic development corporation in Sauk County that is familiar with the economics and demographics of the area. According to the contact, there is an immense need of affordable housing in the area and the homebuying process continues to be difficult for LMI individuals. The contact stated that adding new construction houses is important and that by doing so, housing should be implemented with a strategic nature that is sustainable and does not have to be torn down after 35 years. Additionally, the contact noted that the AA continues to have demand for small businesses. The contact sees general turnover in businesses and an increase in small niche businesses. They did note that there is a gap in financing between the current generations and previous generations and that it is difficult for current generations to obtain financing. Regarding small farms, the contact sees that the margins are shrinking on many different farm products, making it difficult to turn a profit. They see that more financial support to take over small farms would go a long way at increasing the farms in the area. The contact believes local financial institutions are meeting the primary credit needs of the community but would like to see an increase in helping new small businesses that are taking on risks of a business that has not been created before.

Credit Needs

Considering information from bank management, the community contact, as well as AA demographic and economic data, examiners determined that there are credit needs for affordable housing, small businesses, and small farms in the AA. The median housing values in comparison to the LMI levels supports the needs for more affordable housing. Additionally, the large number of businesses with nine or fewer businesses and the number of small farms with gross annual revenues of \$1 million or less supports this conclusion.

CONCLUSIONS ON PERFORMANCE CRITERIA IN THE NON-MSA ASSESSMENT AREA

LENDING TEST

The Peoples Community Bank demonstrated reasonable performance under the Lending Test. Borrower Profile performance primarily supports this conclusion.

Geographic Distribution

The non-MSA AA does not include any LMI geographies, and a review of the geographic distribution criterion would not result in meaningful conclusions. Therefore, this criterion was not evaluated.

Borrower Profile

Overall, the borrower profile distribution reflects a reasonable penetration among individuals of different income levels and businesses and farms of different sizes. The bank's reasonable performance of home mortgage, small business, and small farm loans supports this conclusion.

Home Mortgage Loans

The distribution of home mortgage loans to individuals of different income levels, including LMI borrowers, is reasonable. As noted previously, examiners emphasized performance by number of loans extended.

The Peoples Community Bank's performance in lending to low-income borrowers is slightly below the aggregate performance levels and is below the demographic in 2022. Lending by number increased in 2023, in which lending is in line with both aggregate performance levels and the demographics.

In 2022, lending performance to moderate-income borrowers is comparable to aggregate performance levels and is above the demographics. In 2023, lending performance is comparable to aggregate performance and is slightly below the demographics. See the following table for details.

Distribution of Home Mortgage Loans by Borrower Income Level						
Borrower Income Level	% of Families	Aggregate Performance % of #	#	%	\$(000s)	%
Low						
2022	17.1	10.1	7	7.1	685	3.5
2023	17.1	12.1	9	15.0	390	3.4
Moderate						
2022	20.0	24.6	25	25.5	3,097	15.6
2023	20.0	18.8	10	16.7	1,166	10.3
Middle						
2022	23.2	22.0	21	21.4	3,164	16.0
2023	23.2	25.9	16	26.7	2,220	19.6
Upper						
2022	39.6	34.0	40	40.8	10,351	52.3
2023	39.6	33.7	25	41.7	7,540	66.6
Not Available						
2022	0.0	9.4	5	5.1	2,506	12.7
2023	0.0	9.5	0	0.0	0	0.0
Totals						
2022	100.0	100.0	98	100.0	19,803	100.0
2023	100.0	100.0	60	100.0	11,316	100.0
Source: 2020 U.S. Census; Bank Data, 2023 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%						

Small Business Loans

The distribution of borrowers reflects reasonable penetration among businesses of different sizes. Of the small business loans sampled, the bank's performance was below the demographics. As noted previously, examiners emphasized performance by number of loans extended.

In the AA, 92.5 percent of businesses have nine or fewer employees. It is typical for business owners to use personal lines of credit to respond to business credit needs on a limited basis before seeking longer term financing. Therefore, while the demographic presents all businesses within the AA, those actually seeking financing is typically lower than the demographic. Additionally, examiners reviewed the bank's performance in relation to two SSIs in non-MSA areas which had reviews of 2023 small business loans. One bank's performance was 71.8 percent and was considered reasonable. The other bank's performance was 63.4 percent and was considered reasonable. In both instances, The Peoples Community Bank performed better than the SSIs.

Additionally, although the bank is not a small business data reporter, the reported data provides some idea of loan demand and performance by reporting institutions. The most recent aggregate lending data is from 2022, in which lending to businesses with revenues of \$1 million or less was 48.7 percent. The bank's performance substantially exceeded this level. Considering the bank's

overall performance, demographics, competition, and all the factors noted above, the bank's distribution of loans to businesses of various sizes is reasonable.

Distribution of Small Business Loans by Gross Annual Revenue Category					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000					
2023	86.9	18	75.0	1,621	73.2
>\$1,000,000					
2023	3.5	6	25.0	592	26.8
Revenue Not Available					
2023	9.5	0	0.0	0	0.0
Totals					
2023	100.0	24	100.0	2,213	100.0
Source: 2023 D&B Data; Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%					

Small Farm Loans

Although the distribution of small farm loans with revenues of \$1 million or less trails the demographic by 18.4 percentage points, the performance is nonetheless reasonable based on the performance context. Demographic data provides the percentage of farms located in the AA but does not represent the percentage of farms actually seeking financing. Not all Wisconsin farms are operated by full-time farmers. Data from the 2022 USDA Census of Agriculture discloses that 54.8 percent of all Wisconsin farms are operated as a secondary occupation. Additionally, 64.4 percent of all Wisconsin farms that have 219 acres or less are operated as a secondary occupation and 63.4 percent of all Wisconsin farms that have 259 acres or less are operated as a secondary occupation. In Richland County, at least half of the farms are under 230 acres and for Sauk County, at least half of the farms are under 212 acres. When farming is not the primary occupation, the farmer may utilize other financial assets such as consumer revolving credit or home equity lines of credit to obtain financing. Therefore, this limits the demand and opportunity to extend small farm loans to borrowers with revenues of \$1 million or less. Although the bank is not a small farm data reporter, the reported data provides some idea of loan demand and performance by reporting institutions. The most recent aggregate lending data is from 2022, in which lending to farms with revenues of \$1 million or less was 22.5 percent. The bank's performance substantially exceeded this level.

Further, the bank originated three FSA/Farmer Mac loans since the last evaluation, demonstrating further efforts to serve small farms. Additionally, bank lending has increased since the previous evaluation by both number and dollar amount. Considering the bank's overall performance, demographics, competition, and all the factors noted above, the bank's distribution of loans to farms of various sizes is reasonable.

Distribution of Small Farm Loans by Gross Annual Revenue Category					
Gross Revenue Level	% of Farms	#	%	\$(000s)	%
<=\$1,000,000					
2023	97.6	19	79.2	2,321	85.0
>\$1,000,000					
2023	1.4	5	20.8	411	15.0
Revenue Not Available					
2023	0.9	0	0.0	0	0.0
Totals					
2023	100.0	24	100.0	2,732	100.0
Source: 2023 D&B Data; Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%					

APPENDICES

SMALL BANK PERFORMANCE CRITERIA

Lending Test

The Lending Test evaluates the bank's record of helping to meet the credit needs of its assessment area(s) by considering the following criteria:

- 1) The bank's loan-to-deposit ratio, adjusted for seasonal variation, and, as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments;
- 2) The percentage of loans, and as appropriate, other lending-related activities located in the bank's assessment area(s);
- 3) The geographic distribution of the bank's loans;
- 4) The institution's record of lending to and, as appropriate, engaging in other lending-related activities for borrowers of different income levels and businesses and farms of different sizes; and
- 5) The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

GLOSSARY

Aggregate Lending: The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

American Community Survey (ACS): A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five year estimates based on population thresholds.

Area Median Income: The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

Assessment Area: A geographic area delineated by the institution under the requirements of the Community Reinvestment Act.

Census Tract: A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

Combined Statistical Area (CSA): A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

Consumer Loan(s): A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

Core Based Statistical Area (CBSA): The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family. Other family is further classified into “male householder” (a family with a male householder and no wife present) or “female householder” (a family with a female householder and no husband present).

FFIEC-Estimated Income Data: The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

Full-Scope Review: A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g, geographic distribution, borrower profile, and total number and dollar amount of investments), and qualitative factors (e.g, innovativeness, complexity, and responsiveness).

Geography: A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

Home Mortgage Loans: Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

Housing Unit: Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

Limited-Scope Review: A limited-scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is often analyzed using only quantitative factors (e.g, geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

Low-Income: Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent in the case of a geography.

Market Share: The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

Median Income: The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

Metropolitan Division (MD): A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary

counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area (MSA): CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Middle-Income: Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 and less than 120 percent in the case of a geography.

Moderate-Income: Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 and less than 80 percent in the case of a geography.

Multi-family: Refers to a residential structure that contains five or more units.

Nonmetropolitan Area (also known as non-MSA): All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

Owner-Occupied Units: Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

Rated Area: A rated area is a state or multistate metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area.

Rural Area: Territories, populations, and housing units that are not classified as urban.

Small Business Loan: A loan included in "loans to small businesses" as defined in the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$1 million or less and are either secured by nonfarm nonresidential properties or are classified as commercial and industrial loans.

Small Farm Loan: A loan included in "loans to small farms" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

Upper-Income: Individual income that is 120 percent or more of the area median income, or a median family income that is 120 percent or more in the case of a geography.

Urban Area: All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, “urban” consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

“Urban” excludes the rural portions of “extended cities”; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.

Branch Offices by Census Tract:

Mazomanie

Serving census Tracts 129, 130, 131, and 7 which includes the villages of Mazomanie, Black Earth, Cross Plains, and Sauk City as well as the towns of Troy, Roxbury, Berry. Mazomanie, Black Earth, Cross Plains, and Prairie du Sac.

Arena

Serving census tract 9501 which includes the village of Arena and Dodgeville and the Township of Arena, Wyoming and Dodgeville.

Barneveld

Serving census tracts 9502, 9503, 9504, 9505, 127 and 128 which includes the villages of Barneveld, Ridgeway, Hollandale, Dodgeville, Mineral Point, Linden, Cobb, Blanchardville, Livingston, Montfort, Rewey, Blue Mounds, Avoca, Mt. Horeb & Highland, as well as the towns of Brigham, Waldwick, Dodgeville, Moscow, Vermont, Blue Mounds, Springdale, Clyde, Highland, Ridgeway, Mt. Horeb and Pulaski, Eden, Linden, Mifflin & Mineral Point.

Spring Green

Serving census tracts 8, 11 and 9705 which includes the villages of Spring Green, Plain and Lone Rock as well as the towns of Troy, Spring Green, Prairie du Sac, Honey Creek, Freedom, Wyoming, Franklin, Bear Creek, Washington, Westfield, Buena Vista, Orion, Eagle and Richwood.

Plain

Serving census tracts 8, 11, and 9705 which includes the villages of Spring Green, Plain and Lone Rock as well as the towns of Troy, Spring Green, Prairie du Sac, Honey Creek, Freedom, Wyoming, Franklin, Bear Creek, Washington, Westfield, Buena Vista, Orion, Eagle, and Richwood.

Richland Center –

Serving census tracts 9701, 9702, 9703, 9704, 9705 which includes the villages of Lone Rock, Richland Center, Boaz, Cazenovia, Yuba, Viola, as well as the towns of Akan, Dayton, Richland, Ithaca, Sylvan, Marshall, Rockbridge, Willow, Forest, Bloom, Henrietta, Westford, and Muscoda.

BUSINESS SERVICES



Online & Mobile Banking

thepcb.bank. Anywhere, anytime. Check out our App!

- SECURITY & 24 hour access
 - Detailed account information & balances
 - Mobile check deposit
 - Electronic Bill Pay
 - Download account information to Quicken or QuickBooks
- & MORE!



Remote Deposit Terminals

Scan, submit and deposit all your check electronically! No more trips to the bank. No more playing "Beat-the-clock"



Merchant Card Processing

Worry-free acceptance of both debit and credit cards with competitive rates and efficient service.



ACH Origination

Easy to use service that allows any business or municipal customer to create electronic payments (debits) and deposits (credits). Examples of transactions include utility payments, payroll and much more.

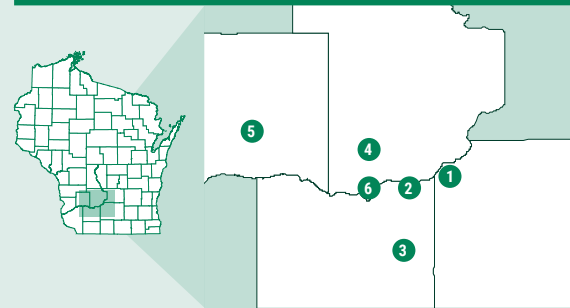


24-Hour Telephone Banking

608-588-3399 or toll free: 1-888-699-BANK



LOCATIONS



1 Mazomanie

222 W. Commercial St.
Mazomanie, WI 53560
608-795-2120

4 Plain

1065 Main St.
Plain, WI 53577
608-546-2180

2 Arena

614 Hwy 14
Arena, WI 53503
608-753-2325

5 Richland Center

187 S. Central Ave.
Richland Center, WI 53581
608-383-1333

3 Barneveld

100 Ernie Dr.
Barneveld, WI 53507
608-924-4611

6 Spring Green

166 S. Lexington St.
Spring Green, WI 53588
608-588-7959

Business Services

SIMPLY GOOD

Business Services

At The Peoples Community Bank, customer satisfaction is our primary focus and our benchmark for success.

Personal relationships and community interaction are a core value to who we are as a financial institution. Our goal is to get to know you and your business the best we can so we can know what you need before you need it.

We call that **Simply Good Banking** and we bring it to life by ensuring that every contact is beyond satisfactory, every transaction is without complication and that every question is answered in the most timely manner possible; not just once in a while, but all the time.

With over 80 years of lending experience, our business bankers bring skill, professionalism, and knowledge to our relationship with you and your business.



THE PEOPLES
COMMUNITY BANK



THE PEOPLES
COMMUNITY BANK



Member
FDIC

SimplyGoodBanking.com



BUSINESS LOANS

Your time is valuable. That's why we have lending experts available to help with all your business financial needs. With competitive rates and helpful service we're here anytime, anywhere.

Government Sponsored Programs

Our lenders are experienced in working with these government sponsored programs for commercial and agricultural businesses.

- FSA Guaranteed Loans: **FSA Preferred Lender**
- SBA Guaranteed loans
- USDA Guaranteed Loans
- WHEDA Guaranteed loans

Commercial

- **Real Estate** – Development, farms and farm land, production and manufacturing facilities, rental property and constructions loans
- **Term Loans** – Finance equipment, inventory, new buildings, expansions, vehicles and anything else you may need to help your business flourish.
- **Letters of Credit** – Businesses occasionally need to provide a transaction or job performance guarantee. We can quickly and effectively satisfy this need as a portion of an entire business loan package or independently.
- **Leasing** – customized leasing options are available for commercial enterprises and municipalities. Leases offer 100% financing, can provide tax deductions tied to lease term and structure, and offer flexible purchase options. Apply online!



Agriculture Business

- **Real Estate** – Farms and farm land, buildings, facilities and new construction
- **Term Loans** – Finance machinery, equipment, livestock, expansions, vehicles and crop inputs structured to help your business succeed.
- **Crop Insurance** – We offer a variety of crop insurance options through a partnership with Premier Insurance Solutions to protect crops. This includes corn, soybeans, wheat, barley, forage seeding, sweet corn, green beans, potatoes, oats, tobacco, mint, apples and cranberries.
- **Leasing** – customized leasing options fit for farms and agri-business offer a strong alternative to loans. Leases offer 100% financing, can provide tax deductions tied to lease term and structure, and offer flexible purchase options. Apply online!



Small Business Loans

Your community is our community. We're here to help fulfill your dream of starting up your own business. An SBA loan is great place to start when opening a new business. Contact one of our Commercial Lenders to get started!

- Providing start-up capital
- Finance home office, retail locations, or franchise and purchase required machinery and equipment



Lines of Credit

Have peace of mind with competitive rates and ability to manage seasonal fluctuations in cash flow and receivables. Draw on it as needed and pay it back as cash flow improves.



Visa Credit Card

Keep track of business travel expenses, entertain clients or purchase supplies with our no-annual fee VISA credit card for businesses



BUSINESS ACCOUNTS

Small Business Checking

An uncomplicated and easy to manage account design for smaller merchants, businesses and agri-business customers up to 150 checks or debit items per month with no per item fee.

- No minimum balance is required to open
- Up to 150 checks or debit items per month with no per item fee¹
- Minimum daily balance of \$500 is required to waive the \$7.50 monthly service fee
- Free online banking with mobile access
- Free online bill pay
- Check images returned with monthly statement.
- 24/7 telephone banking



Commercial Checking

Designed for partnerships or corporations that do not qualify for Small Business Checking. Commercial checking implements a monthly account activity analysis and an earning credit rate updated monthly at bank's discretion based on short term US Treasury rates.



Simply put, we calculate the cost of services you use and offset that cost with a credit based on the average collected balance in the account during the month. We then calculate the average balance necessary to cover monthly account activity costs and average uncollected funds.

- Monthly account maintenance charge: \$12.50
- Per debit item charge: \$0.11
- Per ACH deposit item charge: \$0.11
- Per deposit transaction fee is \$0.50
- Per deposit item charge: \$0.11

1. \$0.25 per item fee when checks or debits exceed 150 per month

Money Market

- Tiered interest rate paid monthly
- Check writing
- Up to 6 withdrawals per month (automatic withdrawals, telephone transfers, check, and drafts)
- Unlimited withdrawals or transfers can be made in person
- Unlimited deposits
- \$500 Minimum balance required to open and obtain the Annual Percentage Yield (APY)



Insurance Agency Financing

MEET OUR SPECIALISTS



David Jones

djones@thepcb.bank
(608) 588-9948
Spring Green, WI



Bridget Krueger

bkrueger@thepcb.bank
(608) 795-1171
Mazomanie, WI



Tom Delagrave

tdelagrave@thepcb.bank
608-383-1404
Richland Center, WI



Tom Trautsch

ttrautsch@thepcb.bank
608-795-1165
Mazomanie, WI



THE PEOPLES
COMMUNITY BANK



THE PEOPLES
COMMUNITY BANK



Member
FDIC

[simplygoodbanking.com](https://www.simplygoodbanking.com)

SIMPLY GOOD BANKING

As a local community bank we are always looking to expand our relationships and offer our “Simply Good Banking” services to those in and around our markets. With experienced lenders who have specialized in Independent Insurance Agency financing, we understand the specific financing necessary to help you fulfill all your agency’s needs. Unlike many financial institutions, PCB considers your book of business to be a valuable asset that can be used as collateral to finance your growing agency. Whether you are a large or small agency, we have the knowledge to help you find financing that fits your specific needs.



Acquisition Financing

We’ve helped Independent Insurance Agencies of all sizes in Wisconsin through both large and small acquisitions. As a community bank, we understand the value of a personal relationship and respect the distinctive needs of each agency. We’ll be by your side through the acquisition every step of the way.



Agency Growth Financing

We know bringing on a new agent doesn’t instantly increase your revenue stream. It might take a new agent some time to become productive. To assist in your cash flow while you groom a new agent, PCB can provide you with an Agency Growth Loan or a Revolving Line of Credit to help you through your growth period.



Partner Buyout

When buying out one or multiple partners, it’s important to have a financial solution that is logical and affordable for your business. We will work with you to determine the best financing structure to meet your needs along the way.



Real Estate Financing

If you’re looking to add another location for your agency or just looking to upgrade your current office space, we have real estate financing specialists who will be able to guide you along the path to your new business home.



Additional Banking Services

In addition to any financing services, we also have cash management solutions available to make your day-to-day operations simple. That’s what we call Simply Good Banking.



- **Remote Deposit Capture** - We love to see you, but know you’re busy. Deposit checks at your location quickly and simply. That’s what we call Simply Good Banking.
- **ACH Origination & Payroll Services** - This easy-to-use, free service allows you to create electronic payments and deposits such as payroll, utility payments and much more.
- **Online & Mobile Banking** - All your business banking needs at your fingertips, anywhere, anytime. Access detailed account information and balances, mobile check deposit, electronic bill pay, and more! All with 24-hour access and security.
- **Merchant Card Processing** - Worry-free acceptance of both debit and credit cards with competitive rates and efficient service.



ONLINE & MOBILE BANKING



Online Banking: www.thepcb.bank

- SECURITY & 24 hour access
- Detailed account information
- Transfers
- Online Loan and Bill Pay
- Download account information to Quicken or QuickBooks
- Manage Debit Cards
- Finance Manager
- & MORE!

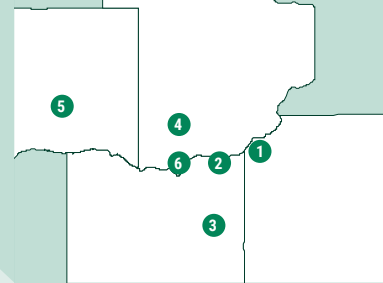
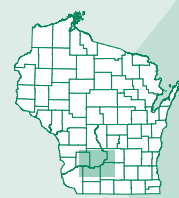


Mobile Banking: Anytime, anywhere. *Check out our App!*

- View account balances
- Mobile check deposit
- Person to Person Payments (P2P)
- Account to Account Transfers (A2A)
- Online Loan and Bill Pay
- Manage Debit Cards
- Finance Manager
- & MORE!



LOCATIONS



1 Mazomanie

222 W. Commercial St.
Mazomanie, WI 53560
608-795-2120

4 Plain

1065 Main St.
Plain, WI 53577
608-546-2180

2 Arena

614 Hwy 14
Arena, WI 53503
608-753-2325

5 Richland Center

187 S. Central Ave.
Richland Center, WI 53581
608-383-1333

3 Barneveld

100 Ernie Dr.
Barneveld, WI 53507
608-924-4611

6 Spring Green

166 S. Lexington St.
Spring Green, WI 53588
608-588-7959



THE PEOPLES
COMMUNITY BANK



Member
FDIC

Personal Banking Services

SIMPLY GOOD

Personal Banking

With customer satisfaction as our primary benchmark for success, we strive to seek out and provide the most advanced services and technologies available.

And while technology increasingly optimizes our efficiencies and resources, the value of personal relationships and community interaction remain central to who we are as a financial institution.

We call that **Simply Good Banking** and we bring it to life by ensuring that every contact is beyond satisfactory, every transaction is without complication and that every question is answered in the most timely manner possible; not just once in a while, but all the time.



THE PEOPLES
COMMUNITY BANK

SimplyGoodBanking.com



LOANS

Your time is valuable. That's why we've made loan applications simple. We offer competitive rates and helpful service whenever you need it. Visit us at thepcb.bank to apply for a Consumer or Real Estate loan anywhere, any time.

Consumer



Car, boat, RV, snowmobile and mobile home



Personal use and stock purchases



Student and Education Loans

Real Estate



USDA and WHEDA Guaranteed Loans



Mortgages (fixed or variable rates)



Construction Loans



Home Equity Lines of Credit

Personal Reserve Account (PRA)

Eliminate the pain of returned check and overdraft fees with a PRA. The PRA advances a loan in the exact amount of an overdraft. Advances are repaid as checking deposits are made. Interest is charged on the amount of the advance only until it is repaid (subject to credit approval and annual fee).

CREDIT CARDS



VISA Cash Back Rewards Credit Card

1% cash back on all purchases made when the total amount of your purchases annually exceeds \$3,000. No fees or restrictions on purchases.



VISA Travel Rewards Credit Card

Earn points towards airfare, cruises, hotels and rental cars. Or redeem points for merchandise such as electronics and appliances. View more at scorecardrewards.com/browse.



RETIREMENT ACCOUNTS AND WEALTH MANAGEMENT

Our investment center specializes in helping our clients sort through the available tools and options to create a simple investment strategy that has a goal of meeting both short and long-term financial needs.



IRAs



401(k)s



Investing/
investments

CHECKING ACCOUNTS

Visit us at thepcb.bank to apply online for a checking or savings account anywhere, any time.

Two unique choices that share these benefits:

- MasterCard debit card with no annual fee¹ and mobile wallet compatible
- Unlimited ATM transactions at bank owned or MoneyPass ATMs²
 - Surcharge-free ATM access to over 37,000 locations nationwide
- Online & Mobile Banking
 - Mobile Check Deposit (available upon approval)
 - Person to Person Payments (P2P)
 - Account to Account transfers (A2A)
- Online Bill Pay
- E-Statements
- Unlimited check writing

Simply Good Checking

- No monthly maintenance fees³
- No minimum balance requirement to open

Premium Checking

- Interest-bearing account
- \$9.95 flat service fee can be waived if balance of \$2,500 is maintained through statement cycle
- Interest is earned on balances of \$2,500 or greater
 - Paid and adjusted monthly based on current market conditions.
- Interest rate and Annual Percentage Yield (APY) may change after opening the account
- If you elect to receive a paper statement, a \$2.00 fee is assessed per statement.

1. Subject to credit approval.

2. \$2.00 non-network ATM fee per withdrawal after first 2 non-network ATM withdrawals per statement cycle.

3. This account does not have a paper statement fee with e-statements.

SAVINGS ACCOUNTS

Traditional

- No fixed maturity date
- Required minimum balance of \$100 to open and avoid the monthly \$3.00 service charge
- Up to 4 withdrawals may be made per statement cycle without a \$1.00 fee

Money Market

- Tiered interest rate that is paid monthly
- Up to 6 withdrawals per month (automatic withdrawals, telephone transfers, check, online transfers, drafts, and debit card transactions)
- Unlimited withdrawals or transfers can be made in person
- Check writing & debit card availability
- Minimum balance of \$500 to open account and obtain Annual Yield Percentage (APY)

Certificates of Deposit (CD)

- FDIC Insured
- Interest can be credited to the CD or paid to existing account.
- Minimum \$500 deposit to open
- Maturity dates range from 90 days to 4 years
- Early withdrawal penalty applies to all CDs and may invade principal balance

College Saver CD

- Must be age 25 or under
- Following a depositor's 25th birthday, he/she has until June 15 of the following year to withdraw all remaining funds from this CD.
- After the student graduates high school, withdrawals can be made twice per year, in full or part, without penalty
- Unlimited deposits of at least \$25
- If the posted Annual Percentage Yield (APY) of the College Saver CD or the 3-Year CD increase after opening, you may elect to increase the APY to the current APY of the College Saver CD or the 3-Year CD (bump-up feature) once during each term of the College Saver CD

FEE SCHEDULE

	Bronze	Silver	Gold	Platinum
Household Assets				
\$0 to \$4,999	Commission	N/A	N/A	N/A
\$5,000 to \$24,999	Commission	0.50%	1.00%	N/A
\$25,000 to \$99,999	Commission	0.50%	0.90%	1.25%
\$100,000 to \$250,000	Commission	0.50%	0.80%	1.05%
\$250,000 to \$499,999	Commission	0.40%	0.70%	0.95%
\$500,000 to \$749,999	Commission	0.40%	0.60%	0.80%
\$750,000 to \$999,999	Commission	0.30%	0.50%	0.70%
Over \$1,000,000	Commission	0.25%	0.35%	0.50%

YOUR WEALTH MANAGERS



Michael Peterson, *LPL Registered Principal*
 222 W. Commercial Street
 Mazomanie, WI 53560
 (608) 795-2120 x4016 Office
 (608) 795-1161 Direct
 (608) 795-2137 Fax
 (608) 341-7314 Cell
michael.peterson@lpl.com



Robert Rynes, *LPL Financial Advisor*
 187 S. Central Ave
 Richland Center, WI 53581
 (608) 383-1333 x4606 Office
 (608) 588-9946 Direct
 (608) 383-1611 Fax
 (608) 604-0343 Cell
robert.rynes@lpl.com

Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. The Peoples Community Bank and PCB Wealth Management **are not** registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using PCB Wealth Management, and may also be employees of The Peoples Community Bank. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, The Peoples Community Bank or PCB Wealth Management. Securities and insurance offered through LPL or its affiliates are:

Not Insured by FDIC or Any Other Government Agency		
Not Bank Guaranteed	Not Bank Deposits or Obligations	May Lose Value

Investments & Retirement Planning



WEALTH MANAGEMENT

pcbinvest.com

At PCB Wealth Management, we believe in trust, hard work, and a relentless commitment to doing right by our clients.

We specialize in helping clients define and implement an investment strategy that is tailored to fit their lifestyle and help them work towards their goals. We understand the value of creating financial stability.

We help our clients sort through the vast array of available Investment options to create a simple investment strategy that aligns with both their short and long-term financial needs.

As your financial professional, we will do everything in our power to understand where you want to go, advise you on how we can get there, keep you focused on the path and support you along the way.

The better we know you, the better we can serve you!



SERVICE OFFERINGS

	Bronze	Silver	Gold	Platinum
Wealth Management Services				
Current Portfolio Analysis	◆	◆	◆	◆
Investment Objective and Risk Tolerance Analysis	◆	◆	◆	◆
Income Needs Analysis			◆	◆
Education Savings Analysis			◆	◆
Retirement Needs Analysis			◆	◆
Insurance Needs Analysis			◆	◆
Financial Planning			◆	◆
Ongoing Portfolio Analysis & Services				
Asset Allocation Design	◆	◆	◆	◆
Account Rebalancing	◆	◆	◆	◆
Monthly Review of Investments	◆	◆	◆	◆
Online Account Access	◆	◆	◆	◆
Quarterly Performance Reports / Statements	◆	◆	◆	◆
Annual Diversification and Performance Analysis		◆	◆	◆
Investment Tax Management				◆
Value Added Services				
Beneficiary Review	◆	◆	◆	◆
Life Insurance Review	◆	◆	◆	◆
401K Review	◆	◆	◆	◆
Roth vs. Traditional IRA	◆	◆	◆	◆
Tax Planning Strategies			◆	◆
Charitable Giving / Planning			◆	◆
Annual Account Review (in person or conference call)	◆	◆	◆	◆
Annual Account Review in Person			◆	◆
Semi- Annual Account Review				◆
Social Security Distribution Analysis				◆
Long-Term Care Planning				◆
Wealth Transfers				◆

MISCELLANEOUS FEES

09/01/2024

This disclosure contains information about terms, fees, and interest rates for some of the accounts we offer.

MISCELLANEOUS FEES AND CHARGES

ATM/Debit Card

Annual Fee: \$20.00 per card
Non-Network Fee: \$2.00 (Excludes PCB Terminals)
Replacement: \$10.00
Expedited Replacement: \$30.00

Account

Personal Reserve Account Annual Fee: \$52.50
Temporary Checks: \$1.00 per check
Funds Transfer Between Accounts: \$2.00 *No charge if transferred online, via mobile, telephone banking, or in person
Research Time: \$50.00 per hour
Returned Mail: \$2.00
Statement Reconciliation: \$35.00 per hour
Statement Reprints: \$2.00 plus tax
Stop Payment: \$30.00
Subpoena/Garnishment/Levy Fee: \$70.00 plus research time

Miscellaneous

Balance Inquiry: \$2.00
Check Cashing (Non-customer): \$10.00
Coin/Currency Exchange - Non-customer: 5% of Total
Collection Items: \$35.00
Copies: \$0.10 each plus tax
\$0.05 each plus tax for customers 60 and older

Self Storage Lease Boxes

2x5 Annual Fee: \$11.00
3x5 Annual Fee: \$20.00
5x5 Annual Fee: \$25.00
3x10 Annual Fee: \$30.00
4x10 Annual Fee: \$30.00
5x10 Annual Fee: \$45.00
10x10 Annual Fee: \$80.00
10x15 Annual Fee: \$120.00
22x15 Annual Fee: \$250.00
Renewal: \$5.00 if billed via postal service - applicable to all box sizes
Drilling: Actual Cost
Key Replacement: \$25.00

Wires

Domestic: \$25.00
International: \$55.00

Official Checks

Cashier's Check: \$7.00
Money Order: \$5.00

Overdraft/NSF/Returned Items

Overdraft or NSF Return: \$34.00 each time we pay or return an item or other transaction presented or re-presented for payment
Daily Fee - Commercial Accounts: \$5.00 beginning on 3rd business day

Faxes

Outgoing First Page: \$3.00 plus tax
Subsequent Page: \$1.00 each page plus tax
Incoming: \$1.00 each page plus tax

Foreign Items

Check Processing: \$7.50
Currency/Draft Orders: \$20.00

Member
FDIC

DEPOSIT PRO, Ver. 24.2.20.003 Copr. Finastra USA Corporation 1996, 2024. All Rights Reserved. WI - WI - N:\CF\IT\IS\TISDISC

List of Offices & ATMs By Location

Main Office

Mazomanie

222 W. Commercial St.

Mazomanie, WI 53560

608-795-2120

1-800-795-2151

Fax: 608-795-2133

Lobby:

Monday-Friday: 9:00am – 5:00pm

Saturday: Closed

Drive-up:

Monday-Thursday: 8:00am – 5:00pm

Friday: 8:00am – 5:30pm

Saturday: 9:00am – Noon

Offices

Arena

614 US Hwy 14

Arena, WI 53503

608-753-2325

1-800-795-2151

Fax: 608-753-2313

Drive-up*

Monday-Friday: 9:00am – 5:00pm

Saturday: 9:00am – Noon

*Drive-up only

Barneveld

100 Ernie Dr.

Barneveld, WI 53507

608-924-4611

1-800-795-2151

Fax: 608-924-1403

Lobby:

Monday-Friday: 9:00am – 5:00pm

Saturday: Closed

Drive-up:

Monday-Friday: 8:00am – 5:00pm

Saturday: 9:00am – Noon

Plain

1065 Main Street

PO Box 47

Plain, WI 53577

608-546-2810

1-800-795-2151

Fax: 608-546-2057

Lobby:

Monday-Friday: 9:00am – 5:00pm

Saturday: Closed

Drive-up:

Monday-Friday: 9:00am – 5:00pm

Saturday: 9:00am – Noon

Richland Center

187 S. Central Ave

Richland Center, WI 53581

608-383-1333

1-800-795-2151

Fax: 608-383-1611

Lobby:

Monday-Friday: 9:00am – 5:00pm

Saturday: Closed

Drive-up:

Monday-Thursday: 8:00am – 5:00pm

Friday: 8:00am – 5:30pm

Saturday: 9:00am – Noon

Spring Green

166 S. Lexington St.

Spring Green, WI 53588

608-588-7959

1-800-795-2151

Fax: 608-588-2311

Lobby:

Monday-Friday: 9:00am – 5:00pm

Saturday: Closed

Drive-up:

Monday-Friday: 9:00am – 5:00pm

Saturday: 9:00am – Noon

ATM Locations

The Peoples Community Bank
222 W. Commercial St.
Mazomanie, WI 53560

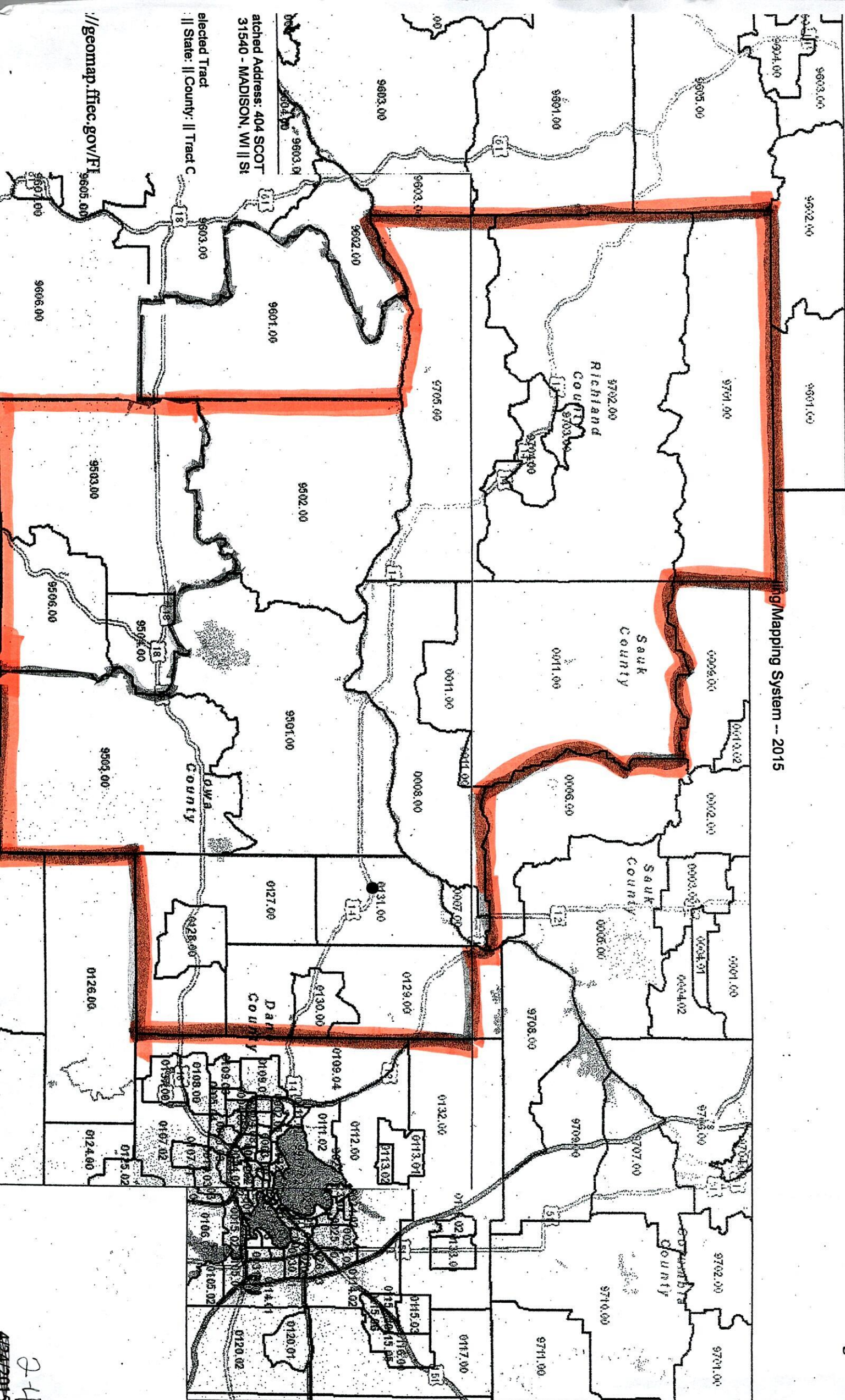
The Peoples Community Bank
187 S. Central Ave
Richland Center, WI 53581

The Peoples Community Bank
166 S. Lexington St.
Spring Green, WI 53588

Riteway Plaza
E4905 State Rd. 14
Spring Green, WI 53588

Plain Kwik Stop
995 Wachter Ave.
Plain, WI 53577

The Peoples Community Bank is also a member of ATM Access for surcharge free ATM transactions. To locate a surcharge free ATM, please visit <https://communitybankers.org/public-services/atm-access-finder.php>



Home Mortgage Disclosure Act Notice

The HMDA data about our residential mortgage lending are available online for review. The data show geographic distribution of loans and applications; ethnicity, race, sex, age and income of applicants and borrowers; and information about loan approvals and denials. HMDA data for many other financial institutions are also available online. For more information, visit the Consumer Financial Protection Bureau's Web site (www.consumerfinance.gov/hmda).

Community Reinvestment Act Notice

Under the Federal Community Reinvestment Act (CRA), the Federal Deposit Insurance Company (FDIC) evaluates our record of helping to meet the credit needs of this community consistent with safe and sound operations. The FDIC also takes this record into account when deciding on certain applications submitted by us.

Your involvement is encouraged.

You are entitled to certain information about our operations and our performance under the CRA, including, for example, information about our branches, such as their location and services provided at them; the public section of our most recent CRA Performance Evaluation, prepared by the FDIC, 300 S. Riverside Plaza, Suite 1700, Chicago, IL 60606; and comments received from the public relating to our performance in helping to meet community credit needs, as well as our responses to those comments. You may review this information today.

At least 30 days before the beginning of each quarter the FDIC publishes a nationwide list of the banks that are scheduled for CRA examination in that quarter. This list is available from the Regional Director, FDIC, 300 South Riverside Plaza, Suite 1700, Chicago, IL 60606. You may send written comments about our performance in helping to meet community credit needs to Hailey Seep, The Peoples Community Bank, 222 West Commercial Street, Mazomanie, WI 53560 and FDIC Regional Director. You may also submit comments electronically through the FDIC's website at www.fdic.gov/regulations/cra. Your letter, together with any response by us, will be considered by the FDIC in evaluating our CRA performance and may be made public.

You may ask to look at any comments received by the FDIC Regional Director. You may also request from the FDIC Regional Director an announcement of our applications covered by the CRA filed with the FDIC. We are an affiliate of The Peoples Community Bancshares, Inc., a bank holding company. You may request from the Regional Director, Federal Reserve Bank of Chicago, 230 South LaSalle Street, Chicago, IL 60604, an announcement of applications covered by the CRA filed by bank holding companies.

COMMUNITY REINVESTMENT ACT STATEMENT

The Peoples Community Bank is committed to serving the credit needs of the communities in which we do business. It is our policy to try to respond to all creditworthy segments of our market. We believe that doing so is basic to good business practice and to the bank's own long-term viability.

In pursuing this commitment, we will assure that we comply with the letter and spirit of the Community Reinvestment Act (CRA). We recognize that this will require us to take a proactive rather than passive approach to determining and meeting community needs, including those of creditworthy low- and moderate-income areas and individuals.

We make an active effort to know the people in local organizations concerned with community development and the needs of low- and moderate-income people. Further, we will supplement these regular channels at any time that we receive an indication that a community group has a concern about or request of our bank. Our policy is to agree to any reasonable request to meet with such organizations at a time and place convenient to that requesting organization. We will also endeavor to make a representative of senior management available whenever requested by a group that appears to represent a legitimate segment of our community. Our stance is to be as open, accessible, and flexible as possible.

The Peoples Community Bank further believes that service to the communities in which its banks are located does not end with the lending function. In addition to loan services, the bank and its employees have: participated in community-based development corporations, organized small business and consumer seminars, participated in various community groups, surveyed customers to identify particular credit needs, provided technical and management counseling services to small businesses and has provided financial counseling services to consumers. The bank has also established an internal review program for declined loan applications, supported area schools through curriculum development, participated in government insured, guaranteed or subsidized loan programs, has donated funds to community groups and local charities and has invested in local municipal bonds and loans.

ASSESSMENT AREA:

The primary assessment area of The Peoples Community Bank is defined as follows:

Census Tracts 9501.00, 9502.00, 9503.00, 9504.00, 9505.00 and 9506.00 in Iowa County, Census Tracts 0127.00, 0128.00, 0129.00, 0130.00 and 0131.00 in Dane County, Census Tracts 9701, 9702, 9703, 9704 & 9705 in Richland County, and Census Tracts 07.00, 08.00 and 11.00 in Sauk County. Included in the Census Tracts are the Villages of Arena, Avoca, Barneveld, Dodgeville, Mineral Point, Cobb, Blanchardville, Linden, Livingston, Monfort, Rewey, Hollandale, Ridgeway, Viola, Yuba, Cazenovia, Boaz, Richland Center, Lone Rock, Loganville, Plain, Sauk City, Spring Green, Mazomanie, Cross Plains, Black Earth, Blue Mounds, Mt. Horeb, Highland and Muscoda as well as all, or portions, of the Townships of Arena, Clyde, Highland, Pulaski, Wyoming, Dodgeville, Eden, Linden, Mifflin, Mineral Point, Brigham, Moscow, Ridgeway, Waldwick, Bear Creek, Franklin, Honey Creek, Spring Green, Washington, Westfield, Troy, Mazomanie, Roxbury, Berry, Black Earth, Vermont, Cross Plains, Blue Mounds, Springdale, Buena Vista, Orion, Eagle, Richwood, Akan, Dayton, Richland, Ithaca, Sylvan, Marshall, Rockbridge, Willow, Forest, Bloom, Henrietta, Westford, Muscoda, Mt. Horeb, Freedom & Prairie du Sac.

TYPES OF LOANS AVAILABLE

For a listing of types of loans available at The Peoples Community Bank, please refer to the summary labeled TYPES OF CREDIT OFFERED.

TYPES OF CREDIT OFFERED

REAL ESTATE:

Mortgages for 1-4 dwelling units
Mortgages for 5 units and over (multi-family)
Home Equity Lines of Credit (HELOC)
Federal Home Loan Mortgage Corp. (Freddie Mac)
Construction Loans
Lot Loans
FHLB Down Payment Plus Program

AGRICULTURAL:

Real estate
Livestock and machinery
FSA guaranteed OL of FO loans
Farmer Mac
FHLB Small Business Community Advance program

Crop Input loans

COMMERCIAL:

Real estate
Construction loans
Personal property
Revolving lines of credit
Dealer floor plans
Insurance Agency loans
Commercial letters of credit
Small Business Administration loans
Wisconsin Business Development Finance Corp. 504 loans
USDA Business and Industry Guaranteed loans
FHLB Small Business Community Advance program

MUNICIPAL:

General obligations
Revenue issues
Industrial Revenue Bonds

CONSUMER:

Automobile/truck loans
Debt consolidation
Recreational vehicle loans
Snowmobile loans
Boat/motor/trailer loans
Mobilehome loans
Personal loans
Stock/equities purchases
CSV life insurance loans
VISA credit cards
Personal Reserve Accounts

COMMUNITY DEVELOPMENT:

Residential rehabilitation

FEDERAL DEPOSIT INSURANCE CORPORATION

WASHINGTON, D. C.

Hereby certifies that the deposits of each depositor in

THE PEOPLES COMMUNITY BANK

MAZOMANIE

WISCONSIN

are insured to the maximum amount provided by the
Federal Deposit Insurance Act



No: **15046**

Attest: 
EXECUTIVE SECRETARY

In testimony whereof, witness my signature and the seal of the
Corporation this **16TH** day of **JULY, 2005**



CHAIRMAN OF THE BOARD OF DIRECTORS

The Peoples Community Bank
Loan-Deposit Loan-Funding Ratios

	Ln/Dp Ratio	Ln/Funding Ratio		Ln/Dp Ratio	Ln/Funding Ratio
2011			2020		
31-Mar	108.00%	91.67%	Mar-31	95.70%	67.44
30-Jun	108.33%	94.30%	Jun-30	83.02%	70.5
30-Sep	107.40%	93.50%	Sep-30	81.79%	70.7
31-Dec	103.00%	88.00%	Dec-31	73.96%	64.19
2012			2021		
31-Mar	107.40%	92.17%	Mar-31	64.66%	61.61%
30-Jun	109.63%	92.37%	Jun-30	63.05%	61.44%
30-Sep	113.75%	88.24%	Sep-30	61.61%	60.10%
31-Dec	106.21%	83.54%	Dec-31	55.17%	53.92%
2013			2022		
31-Mar	105.13%	85.85%	Mar-31	56.70%	55.69%
30-Jun	111.87%	87.36%	Jun-30	57.12%	57.12%
30-Sep	107.84%	85.70%	Sep-30	56.16%	56.16%
31-Dec	105.82%	81.98%	Dec-31	54.99%	54.99%
2014			2023		
31-Mar	111.00%	86.00%	Mar-31	60.16%	60.16%
30-Jun	107.00%	85.00%	Jun-30	65.10%	64.41%
30-Sep	111.00%	85.76%	Sep-30	67.63%	67.10%
31-Dec	102.00%	75.57%	Dec-31	69.37%	68.31%
2015			2024		
31-Mar	104.00%	78.92%	Mar-31	71.28%	70.17%
30-Jun	106.40%	83.77%	Jun-30	72.97%	71.82%
30-Sep	108.80%	86.96%	Sep-30	67.47%	66.45%
31-Dec	100.80%	80.86%	Dec-31	66.60%	66.60%
2016			2025		
Mar-31	92.66%	74.80%	Mar-31	66.93%	66.93%
Jun-30	100.20%	83.60%	Jun-30		
Sep-30	101.14%	81.66%	Sep-30		
Dec-31	100.37%	77.52%	Dec-31		
2017					
Mar-31	101.00%	78.03%			
Jun-30	106.76%	84.23%			
Sep-30	111.18%	87.17%			
Dec-31	111.19%	84.86%			
2018					
Mar-31	110.55%	83.50%			
Jun-30	109.34%	83.03%			
Sep-30	109.36%	80.70%			
Dec-31	106.11%	77.69%			
2019					
Mar-31	104.12%	74.72%			
Jun-30	104.40%	76.30%			
Sep-30	102.56%	72.45%			
Dec-31	101.88%	71.05%			