



The Gold Standard eNews

A newsletter published quarterly for customers of Sullivan Bank.



A Message from our President, Mike Hoffman

Spring Greetings to each of you! Two years ago this quarter, we began sharing our Gold Standard eNews and our hope is that you are enjoying hearing from us quarterly!

2021 brings plenty of reasons why dining, shopping and banking locally makes good economic sense. While we spent this last year mostly at home, we are seeing things improve and hope you are ready to be part of the recovery for our communities by supporting neighboring businesses.

Sullivan Bank is proud to have helped so many small businesses, farmers, and places of worship through the Paycheck Protection Program (PPP). You will see an article here regarding the details. Hundreds of business owners have been able to keep thousands of our friends, family members and neighbors on the payroll. By assisting in the distribution of these loans, the funds are fed back into the economy of our local communities.

While experiencing historically-low interest rates, customers have been very active refinancing or looking to purchase that new dream home. These rates are still very attractive and if you have any questions or want to find out if this is the time for you to refinance or purchase a new home, please give us the opportunity to visit with you.

We know that deposit rates are discouragingly low, but we will always try to offer you the very best rate we can. Funds deposited at Sullivan Bank are used to fund area loans, purchase bonds from local municipalities and continue the cycle of regional-based economic growth.

Finally, I want to thank each of you for putting your trust in us for your banking needs. If there are other deposit or loan accounts that you are interested in switching to our bank, we have a talented team ready to help you! Stop in or call and experience our Step Up In Service!

You Got It!

You see all those advertisements on TV for big banks that are letting their customers deposit checks from their telephone, turn their debit card on and off at-will, getting alerts when a debit hits their account or their balance drops below a pre-set amount, or paying with a waive of their phone at many stores. You've already got those items and many more with Sullivan Bank! We have mobile deposits for checks, an app called CardValet that lets you control many aspects of your debit card (Including locking and unlocking it!), and Mobile Wallet that securely stores your card information on your smart device. It uses a virtual account number so that your card details stay safe. These features, and so many more, can help make your banking simple, convenient and secure!



APR · MAY · JUN 2021

GLORA TURNER Retires After 50 Years



On February 16, 1971, a young lady named Glora Turner started working at what was then Bank of Sullivan. She continued with that same bank and retired from full-time service on February 16, 2021, her 50th anniversary!

Over the years, Glora worked in multiple departments, but for the last several years has been the lead teller at the Downtown location in Sullivan. Glora has chosen to still work one day a week, so our Sullivan customers will still see her sometimes when they visit. Thank you, Glora, for all these years of service and friendship!

Thank You, Veterans!

While all veterans are honored on Memorial Day, the day was originally set aside to remember the men and women who died while in the military service of their country. We do this as a sign of respect for those who paid the ultimate sacrifice for our freedom. A national moment of remembrance takes place at 3:00 p.m. local time on Memorial Day, May 31, 2021.



St. Clair Branch - GROUNDBREAKING!

Last year we shared with you a photo of our ground-breaking for the new Sullivan Bank branch in St. Clair. That branch is completed and has been open since early February and the activity there has been ground-breaking, too! Record numbers of new accounts are being opened and a lot of people have visited the drive-thru and lobby. If you are already a St. Clair customer and have not been by to see the new facility, we invite you to come visit! Thanks to those of you who have been a part of spreading the word about the new bank in town!



Sullivan Bank Helps Customers with SBA PPP Loans

As part of the government stimulus program in 2020, the Paycheck Protection Program (PPP) was born. The PPP structure is a loan designed to provide a direct incentive for small businesses to keep their workers on the payroll. The loan is initiated through a bank and guaranteed by the Small Business Administration (SBA). The SBA will forgive loans if all employees are kept on the payroll and certain conditions are met. Our lenders quickly educated themselves about the program and began helping clients to keep their business operating. Recently, the government issued another round of PPP funding. Between the two programs, Sullivan Bank has helped hundreds of business owners keep thousands of employees on payroll. To date, a total of about \$26.5 million has been funded. For a large percentage of those issued last year, our loan personnel have already helped the client apply for and receive forgiveness. As a community bank, a program that keeps paychecks coming in to employees and helps keep a business customers' doors open is at the core of who we are and what we do. If you have questions about how a PPP loan works, contact one of our lenders and we will do our best to help you, too!

MILESTONES

Dale Cottrell - 1/2/2001 - 20 years

Completing twenty years of continuous service with Sullivan Bank on January 2 was Dale Cottrell. Dale also worked at what was then Bank of Sullivan briefly during high school before returning to full-time work after his college graduation. While working full-time, Dale went on to earn his Masters Degree in Business Administration from Webster University in May of 2004. Dale is Executive Vice President and Chief Credit Officer for the bank and works out of the Sullivan I-44 location. Please join us in wishing Dale Cottrell a very happy 20th anniversary!

Abigaile Gruen - 2/1/2016 - 5 years

We were pleased to wish Abigaile Gruen a very happy 5th anniversary with Sullivan Bank! Abie is located at the Sullivan Downtown location. She is the bank's human resources assistant and is active in serving employees and supporting branch managers at all bank locations. Abie and her daughter, Kylee, reside in Leasburg. Congratulations on five years!

Glora Turner - 2/16/1971 - 50 years

February 16th was a very special milestone anniversary for Sullivan Bank. Long-time Assistant Teller Supervisor, Glora Turner, had been with the bank for 50 years! We were so happy and excited for Glora to have reached

such a significant accomplishment. For many years, Glora led the teller line at the Sullivan Downtown location. As we celebrated, we also honored her retirement. Glora chose to retire from full-time service on her 50th anniversary! Glora, we are proud to have worked alongside you for these many years and wish you all the best as you start your new journey into retirement!

Alexander Hughes - 3/28/16 - 5 years

Happy 5th Anniversary to Alexander Hughes! Alex started as a Teller and has worked as such in both Cuba and Union. Last fall, he transitioned to a job in the bank's loan documentation department, working as a Real Estate Loan Processing Assistant. Alex and his wife, Anna, reside in Union and are expecting their first child this year. Please join us in wishing Alex a very happy anniversary!

Susan Mateker - 3/29/20 - 5 years

Susan Mateker celebrated her fifth-year anniversary with Sullivan Bank! Susan started as the bank's Compliance Officer, a position she still holds. Susan's duties include all types of compliance with lending and retail regulations for both state and federal levels. Susan works out of the St. Clair location. Thanks for helping us celebrate anniversary #5 with Susan Mateker!

Welcome Back, Devin Arand!



There is a very familiar face back at Sullivan Bank in Union – Devin Arand! Devin worked for the bank before and after college. He left for a few months, but is back and is more ready than ever to help customers with their loan needs in Union. Call or stop in soon and help us welcome him back!

Need To Relax Without A Fee?

In Missouri, June 12 & 13 are "Free Fishing Days". The Department of Conservation suspends the requirement for fishing permits, trout permits and daily tags. Special permits still may be needed at some county, city or private areas, but fishing is free in most waters of the state. Regulations regarding size and daily limits remain in effect. Many conservation areas that offer Free Fishing Days programs also have gear you can use at no charge. Area Free Fishing Days programs appear on the internet link page from April until the opportunity ends in June. For more information about Free Fishing Days, call your nearest regional office. For more information go to the MDC link:

Free Fishing Days.

Effective April 1, 2021: To better serve our customers, we will be extending our current business day hours for Teller Transactions, Mobile Deposits and Incoming Wires to Mon-Thu: 5:00 p.m. and Friday: 6:00 p.m. Branch hours will remain the same.

Getting To Know: Cheri Knight

In January, our board of directors promoted Sunrise Beach Retail Supervisor, Cheri Knight to Assistant Vice President and Branch Manager. This month we thought we would highlight Cheri and let you get to know her a little better.



Cheri has been with the bank for almost eight years. While her recent duties include overall management of the Sunrise Beach branch, her primary focus each day is the financial services and teller area.

Cheri and her husband, Joe, live at the lake and have one grown son, Zeke, and a grandson, Kyle, age 11. For some of her favorites, Cheri lists pasta, tulips, boating, camping and the beach. Her favorite movie is "The Bodyguard" and for a song, "Your Time" by Sam Hunt.

As a child, she wanted to be a teacher, but loves working at Sullivan Bank. The thing she likes best about her job is getting to know our customers and earning their respect and confidence.

Thanks, Cheri, for all you do!

Brain Teasers

Let's stay young by seeing how we do as we think through these brain teasers...

1. In a deck of ordinary playing cards, two of the Jacks are one-eyed; the other Jacks have two eyes. What is the total number of eyes on the four Jack cards?
2. If you are convicted of the crime of embracery, what have you done?
3. Most of us use it every day in our homes. If we purchased 100 pounds of it, it would contain approximately 87 pounds of water; 4 pounds of fat; 4 pounds of casein, ash and albumin; and 5 pounds of sugar. What is it?
4. Five automobiles were lined up bumper-to-bumper. How many bumpers were actually touching each other?
5. Would it be cheaper for you to take one friend to the movies twice, or two friends at the same time?
6. What is the most popular prepared drink in the world?
7. If you entered a dark room and had only one match and there was a kerosene lamp, an oil stove, and a cigarette, which would you light first?

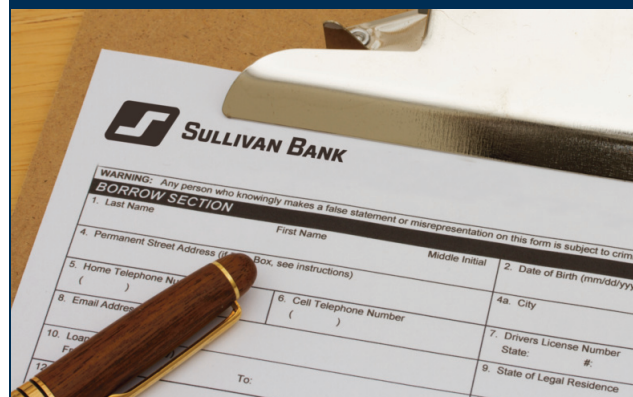
ANSWERS: 1) Twelve: each Jack has two faces; 2) Embracery is the crime of trying to influence a jury or a judge corruptly; 3) Milk; 4) Eight; 5) Two friends at the same time. Then you would have to buy only three admissions. If you took one friend twice, you would have to buy his ticket twice and your own twice as well; 6) Tea; 7) The match, silly.

Get PRE-QUALIFIED!

It's the **1st step**

towards owning your

OWN HOME.



The first step to buying a home is having you talk to one of our lenders and get pre-qualified. This will give you an idea of how much you will be able to afford, help you understand your credit, understand the different loan products available to you and what you can expect as you start looking. A pre-qualification doesn't guarantee that you will get a loan, but it may be expected when you make an offer on a home. Pre-qualifying ensures the realtor and seller that you are serious about buying, and that you have taken the right steps toward buying a home - starting with financing.



DID YOU KNOW?

At the Stanford Center on a longevity project, researchers determined if you want to retire at age 65, you need to put 10% to 17% of your income into a retirement account from the age of 25 forward. Bankrate did a survey that looks at long-term and short-term savings. The results show that 69% of us are saving 10% or less of our income. Don't fall into that group! Take advantage of the bank's IRA account offerings and save some money for retirement.

PLAN AHEAD!

We are only six months out from REAL ID requirements for certain issues.

Beginning October 1, 2021, residents of every U.S. state and territory will be required to present a REAL ID-compliant driver license or ID card, or another form of ID accepted by the Transportation Security Administration, to board federally regulated domestic flights. Also beginning October 1, individuals must present a REAL ID-compliant driver license or ID card, or another form of acceptable ID, to access federal facilities and to enter nuclear power plants. You can find more information at Missouri Department of Revenue - Missouri REAL ID Information.



Pleasant Hope Under Remodel

Soon, our Pleasant Hope customers will feel like they are in a new bank, as our lobby and other areas there are getting a facelift. The new look will be brighter and more modern.



let us **PROVIDE** you
CONVENIENT ACCESS
to your **FINANCES.**

**Manage funds, check your
balances, or pay your bills.**

Your money is at your fingertips,
whether at home, at work, or on
the go.

  Message and data rates may apply.

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