



Mr. Tony Venditte  
Federal Home Loan Bank Topeka

Mr. Venditte,

At First State Bank Nebraska our Team is continually asking how to improve the delivery of our products and services to the client. It is very satisfying when partners like The Federal Home Loan Bank of Topeka share the same goals as our team. Banking in an uncertain economic climate, it is reassuring to know we have a trusted source of liquidity that is available when needed. We support the FHLB system as a source of funding for many banks. Over the years it has been a valued partnership.

The current ownership of FSNB began in 2001 and since that time the use of FHLB advances have been integral to our growth model. At that time we were a \$60 Million dollar bank and today we are approaching \$1 Billion in total assets. It is safe to say our ability to grow and reach our diverse client base has been made possible with FHLB Advances. Along our journey we have encountered a number of moments where FHLB was a key partner. In 2004 an epic Tornado practically leveled the entire community of Hallam Nebraska. FHLB was there to help with disaster loan advances for many of the home and business owners to rebuild after that devastating event. Additionally, through the great recession our key communities were impacted by a dramatic slowdown in housing development. With the help of FHLB advances, in Hickman Ne, we stepped in to help spur housing development with lower rate longer term housing loans in the newly developed housing areas. More recently we have assisted a number of clients obtain First Time Homeowner grant, which enable them to get a jump start to home ownership. Lastly, we pride ourselves in being uniquely engaged with the success of our customers. New Homeowners and new business owners are a great way to help our small and medium sized communities grow and prosper. We have continued to support business owners by providing SBA guaranteed financing and Farm Service Agency guaranteed financing to many new and start up business owners. As of today, we have over \$73 Million of SBA guaranteed loans, and \$37 Million of FSA loans. This commitment to rural Nebraska could not have happened without the support of FHLB.

In conclusion, we would like to share our support for the FHLB system of banks. We understand the need for a reliable liquidity source is extremely valuable to our bank mission, and our staff appreciates the FHLB team of professional staff members. They provide prompt efficient delivery of the overnight funding in addition to the structured advances. They are always eager to help with bank funding questions and have made every effort to make sure our needs are met. The ease at which we can react is valuable to our daily funding needs.

Regards,

A handwritten signature in black ink, appearing to read "Jerry Lentfer". The signature is fluid and cursive, written over the typed name and title.

Jerry Lentfer  
Chief Executive Officer

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