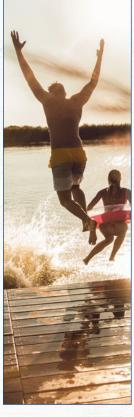
## First Bank of Berne



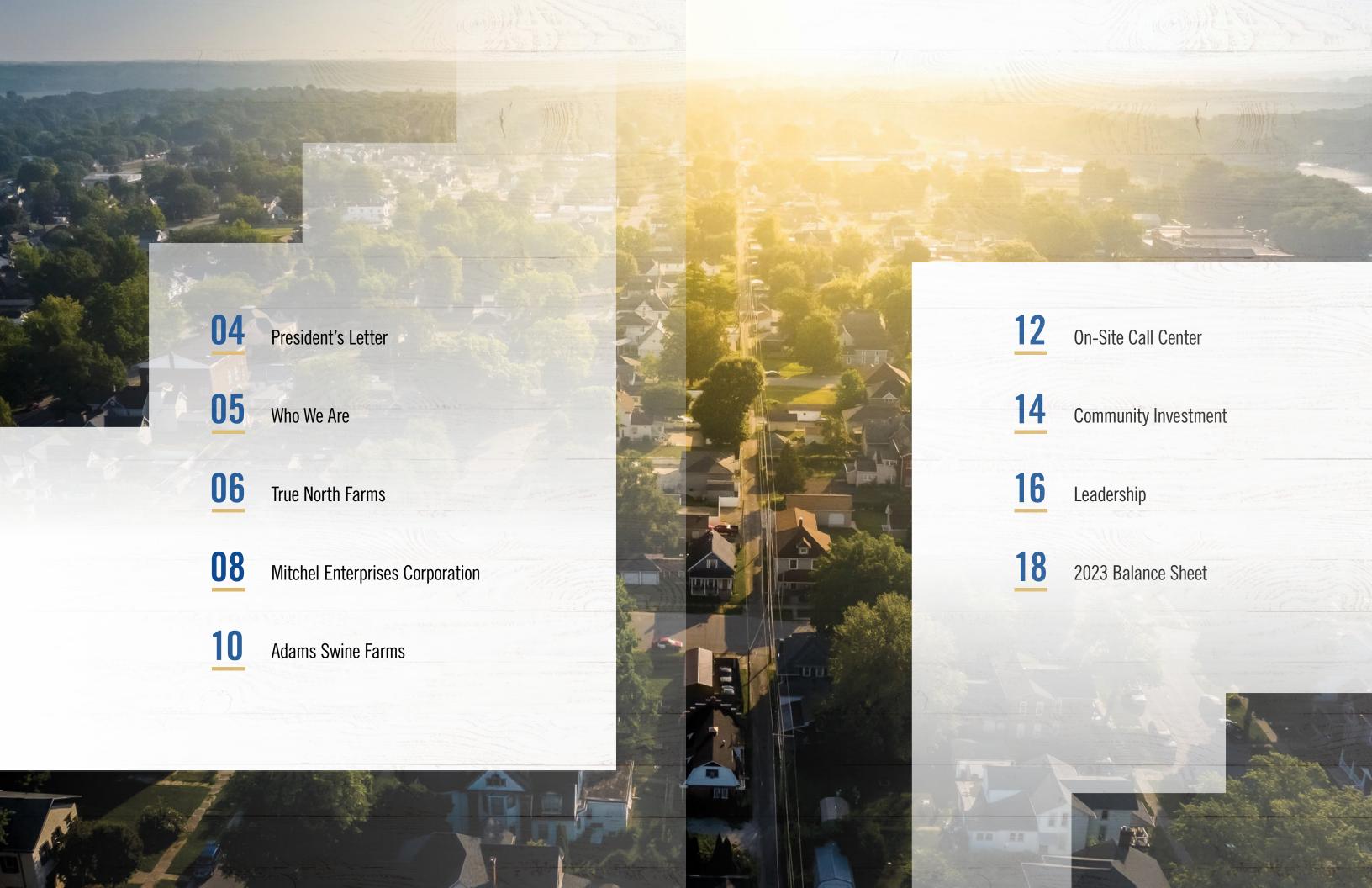






We believe

2023 ANNUAL REPORT





# We believe in Turning Challenges into Advantages

### 2023 President's Letter

I am pleased to present our annual financial report, reflective of a year that navigated challenges in the banking industry. In the wake of a recent banking crisis and a demanding interest rate environment, First Bank of Berne has demonstrated resilience and adaptability.

The banking challenges of the past year underscored the importance of robust risk management, and I am pleased to announce that our bank emerged from this period with a solid foundation. Our conservative approach to asset management and prudent risk assessment allowed us to weather the storm and maintain stability in our operations. The challenging interest rate environment posed unique hurdles, requiring strategic adjustments. Despite fluctuations, our team worked diligently to optimize our portfolio and mitigate the impact on our bottom line. While the road ahead may continue to present interest rate uncertainties, we remain vigilant and agile in our response to market dynamics.

Navigating these economic headwinds, First Bank of Berne achieved a net income of \$13.56 million, a testament to the dedication of our team and the trust you, our shareholders and communities, have placed in us. We understand the importance of safeguarding your local community bank, and our financial strategies are aligned to ensure stability and sustainable growth. While lower profits were influenced by external factors, our emphasis on rigorous risk management and effective operations remains unwavering.

We are actively exploring innovation, optimizing efficiency, and leveraging technology to enhance customer experiences. These initiatives lay the groundwork for sustainable growth, our commitment to adaptability, and long-term stability.

First Bank of Berne remains dedicated to transparency and communication. We believe in the strength of our community-focused approach and the resilience of our dedicated team. As economic conditions continue to evolve, our commitment to prudent financial management and community engagement will be pivotal in driving future success.

Sincerely,

Kent a July

Kent A. Liechty

President & CEO

# We believe in the Value of People



### **PURPOSE**

To help our customers improve their financial future.



### **MISSION**

To make banking easy.



### **VISION**

To be the trusted and recommended financial institution in our communities.



### **VALUES**

Integrity, Knowledge, Empowerment, Community, Teamwork, Fun.

At First Bank of Berne, our principles guide our daily interactions, decisions, and actions. Everyone on our team is driven by a desire to not only help customers pursue a better financial future, but to make it incredibly easy for them to achieve their goals. We bring a wealth of experience, understanding and insights to customers, and they appreciate the integrity we are known for, as well as our commitment to the local communities we serve.

### We believe

### Good Listeners Make Great Lenders

### TRUE NORTH FARMS





Ernie Welch, owner of True North Farms, a grain farm with a 2,400-head hog operation, says it's important to choose a bank that knows agriculture well. "We wanted somebody that understood agriculture... people that would come see our facilities, that would work with us on a day-to-day basis, and that we could communicate with regularly, and have answers when we needed them. First Bank

of Berne and Dan Buuck, our banker, have been amazing in doing that for us," said Ernie.

Ernie's wife and farming partner, Molly Welch, shares that they both appreciate First Bank of Berne's commitment to the community. "I am the leader of the Van Wert County 4H, and First Bank of Berne always supports the kids who show animals and participate in the auction," said Molly. Ernie added, "First Bank of Berne supports our local ball teams, the kids in 4H, and the FFA [Future Farmers of America]. That's important to us."





"If a bank is going to participate in the community, it's got to be a give and take relationship, and the folks at First Bank of Berne truly understand that. They are here to support our community and provide a service to it."

— **Ernie Welch** True North Farms — Van Wert County, Ohio "I keep our day-to-day operations running with the First Bank of Berne mobile app. It's very easy to use. It integrates with my phone, so it's quick and easy to log in, and it's easy to make account transfers. Overall it's just a great app."

— **Molly Welch** True North Farms Van Wert County, Ohio

### We believe

# in Understanding the Business and Knowing the Person

# MITCHEL ENTERPRISES CORPORATION





Luke Brite, the owner of Mitchel Enterprises Corporation, a company that supplies feed ingredients and manages ag product transportation, first discovered First Bank of Berne's commitment to the success of his business when he bought the company. "When I purchased Mitchel Enterprises, First Bank of Berne was there to help me with any financial needs, whether that

be down payment money for the stock purchase, or capital needed to buy new trucks and trailers. First Bank of Berne was ready to help," said Luke.

Luke maintains his personal relationships with the bankers at First Bank of Berne are something he deeply appreciates. "We do a financial statement every year and I appreciate what First Bank of Berne brings to the table. They care about how I'm doing as an owner, how things in the business other than financials are going, what my future plans are, and what my future needs will be. To have that kind of relationship with First Bank of Berne means a lot," says Luke.



Mitchel Enterprises Corporation "Playin' To Win"



"I see First Bank of Berne as a partner because they are local and here to help. They know you personally, and you know them personally. I just don't think you can get that anywhere else."

Luke Brite
 Mitchel Enterprises Corporation
 Bluffton, Indiana

# We believe in the Value of People

### **ADAMS SWINE FARMS**

VIDEO CONTENT
Find out why Adams
Swine Farms knows
they can trust
First Bank of Berne.



Brothers, Matt and Chris Adams, are the owners of Adams Swine Farms, a complex agribusiness operation that includes a hog farm, a grain farm, a trucking unit that hauls agricultural commodities, and a custom manure application service.

Chris values the expertise First Bank of Berne provides. "First Bank of Berne has been around a long time. They have a lot of experience with farmers, and they've been through the different highs and lows of farming. Having somebody there with that level of knowledge and history, who understands the trends and how things work is important to us and our business," says Chris.

"We started this business almost 20 years ago, and throughout all these years First Bank of Berne has had local people [bankers] involved in helping us grow. They knew us and our families, and they believed in us because of the history we share," says Matt. "We couldn't do what we do without a great lending institution that understands our goals, and what better bank than our local First Bank of Berne," Matt stated.





"From where we started to where we are now, First Bank of Berne has helped us grow."

— **Chris Adams** Adams Swine Farms Berne, Indiana "A bank lender is here to help you with financial needs, but they also need to be able to let you run your own business, and that is something that First Bank of Berne has let us to do."

— **Matt Adams** Adams Swine Farms Berne, Indiana

# When You Call, a Real Person Should Answer.

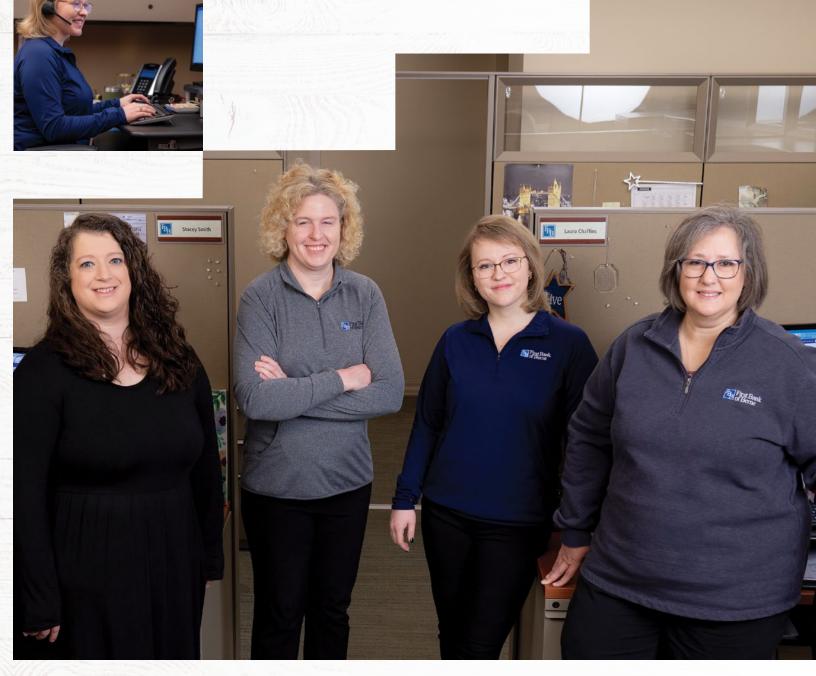
### **ON-SITE CALL CENTER**

Choosing to have real people answer the phones in an era when bots and automated systems dominate the financial services industry is a distinctly different approach to caring for customer needs, but it's a choice they are thrilled we have made.

When a real person answers the phone, it demonstrates to customers that they are important to us, we value their time, and we are serious about making banking easy for them. Our Call Center team members are friendly, ready to listen, and able to answer questions and help resolve issues quickly. Plus, everyone loves being able to sidestep the time-wasting hassle of listening to endless menu options before talking to a person.

Our team members have been with First Bank of Berne in various rolls over the years. They are not just switchboard operators, but bankers who are armed with the knowledge and expertise to help solve customers' problems and offer real solutions. Our team members serve as invaluable support resources, ensuring that customers can engage with real bankers who truly understand their needs.





Stacey Smith
18-year employee

Joanie Agler 13-year employee

**Maddie Miller** First-year employee

Laura Chaffins 7-year employee

Kalisha Roe (Not pictured) 3-year employee

"Our Call Center brings several benefits, including improved customer satisfaction, enhanced communication, efficient issue resolution, and valuable insights we receive through customer feedback."

- Kent Liechty
President & CEO
First Bank of Berne



### We believe in Investing in Our Community

# FIRST BANK OF BERNE GIVES BACK

There is a true joy that comes from making a difference in the lives of the friends and neighbors of our communities, which is why everyone at First Bank of Berne relishes opportunities to give. We count it an honor and a privilege to both volunteer and contribute financially to the many charities, organizations, and initiatives that selflessly serve our communities, from youth sports leagues and area parks, to health and educational programs, and beyond.

First Bank of Berne is also proud to sponsor the annual Shop Local campaign, which promotes a healthy economy by encouraging community residents to buy the goods and services they need from area businesses. Joining with leaders and chambers of commerce members to ensure local businesses thrive is a mission we support wholeheartedly.

First Bank of Berne

Berne





## We believe

# Serving Well is Essential to Leading Well



At First Bank of Berne, our leadership team and employees exemplify a wealth of industry experience and commitment to integrity, both of which are fundamental to our mission of serving the financial needs of our communities. We value the leadership team's expertise and dedication in guiding our mission, which enables us to effectively lead our customers towards financial success.



Rick Gentis Agribusiness Banking Manager

Jenilee Bransteter Business Banking Manager

Sharon Neuenschwander Human Resources Manager

**Deon Shoaf**Chief Operations Manager

Kent Liechty
President Chief Executive Office

Kevin Gould Chief Financial Officer



Daryl Martin Retired Executive Director, Swiss Village

**Board of Directors** 

Lindsey R. Beer Operations Manager, Best-One Tire

Matthew Subler St. Henry Tile Company, Vice President

**David Baumgartner**Chairman of the Board, Baumgartner Attorneys

Kent Liechty
President Chief Executive Officer



Josh Oswalt O&R Precision Grinding

Lisa Girod CPA, Honegger, Ringger & Co.

**Todd Feichter** Feichter Family Livestock

16 LEADERSHIP LEADERSHIP LEADERSHIP 17

### **CONSOLIDATED STATEMENT OF CONDITION (000s)**

Close of Business December 31, 2023 & December 31, 2022

### **ASSETS**

As of December 31, Dollars (In millions)

| 202 | \$1,067.43 |  |
|-----|------------|--|
| 7   | \$1,045.35 |  |
| 2   | \$1,083.26 |  |
| 7   | \$905.57   |  |
|     | \$714.30   |  |

#### STOCK TRADE PRICE

As of December 31, Dollars (In millions)

| <b>UZ3</b> | \$ 6,477 |  |
|------------|----------|--|
| 7 - 1      | \$7,032  |  |
| 5          | \$7,802  |  |
| .7         | \$7,020  |  |
|            | \$5,767  |  |

#### **GROSS LOANS**

As of December 31, Dollars (In millions)

| 7 | \$746.19 |
|---|----------|
| 1 | \$709.66 |
|   | \$650.84 |
|   | \$599.12 |
|   | \$564.42 |

### **DEPOSITS**

As of December 31, Dollars (In millions)

| <b>U</b> 23 | \$919.53 |  |
|-------------|----------|--|
| 7 - [       | \$963.42 |  |
|             | \$938.42 |  |
|             | \$766.20 |  |
|             | \$581.89 |  |
|             |          |  |

| ASSETS  | 2023        | 2022        |
|---|-------------|-------------|
| Cash and Cash Equivalents                           | \$21,880    | \$21,661    |
| Investment Securities                               | \$272,640   | \$285,876   |
| Loan (net of valuation reserve)                     |             |             |
| (\$8,745 in 2022 & \$10,515 in 2023)                | \$735,678   | \$700,911   |
| Premises & Equipment, net                           | \$9,426     | \$9,945     |
| Accrued Income                                      | \$7,247     | \$6,618     |
| Cash Value of Life Insurance                        | \$16,310    | \$15,822    |
| Other Assets  | \$4,246     | \$4,521     |
| TOTAL ASSETS  | \$1,067,427 | \$1,045,354 |
| STOCKHOLDERS' EQUITY  Non-Interest Bearing Deposits | \$349,784   | \$373,143   |
| Interest Bearing Deposits                           | \$569,744   | \$590,199   |
| TOTAL DEPOSITS                                      | \$919,528   | \$963,342   |
| Other Liabilities                                   | \$3,990     | \$4,480     |
| Federal Home Loan Bank Advances                     | \$45,000    | \$25,000    |
| Bank Term Funding Program                           | \$45,000    |             |
| Other Short Term Borrowings                         | \$4,166     | \$8,589     |
| TOTAL LIABILITIES                                   | \$1,017,684 | \$1,001,411 |
| STOCKHOLDERS' EQUITY                                |             |             |
| Capital Stock                                       | \$1,600     | \$1,600     |
| Additional Paid-in Capital                          | \$11,430    | \$11,110    |
| Retained Earnings                                   | \$119,748   | \$117,689   |
| Unearned ESOP Compensation                          | (\$2,370)   | (\$2,554    |
| Treasury Stock                                      | (\$35,297)  | (\$32,452)  |
| Unrealized Gain/Loss on Securities                  | (\$45,368)  | (\$51,450)  |
| TOTAL STOCKHOLDERS' EQUITY                          | \$49,743    | \$43,943    |
| TOTAL LIABILITIES & STOCKHOLDERS' EQUITY            | \$1,067,427 | \$1,045,354 |

### **CONSOLIDATED STATEMENT OF INCOME (000s)**

Close of Business December 31, 2023 & December 31, 2022

### NET INCOME As of December 31, Dollars (In millions) 2023 \$13.55 \$20.38 \$19.21 \$18.88 \$15.05

| INCOME                    | 2023       | 2022                                   |
|---------------------------|------------|--|
| Interest Income           | \$45,598   | \$38,148                               |
| Interest Expense          | (\$17,892) | (\$5,036)                              |
| NET INTEREST INCOME       | \$27,706   | \$33,112                               |
| Provision for Loan Losses | \$700      | —————————————————————————————————————— |
|                           |            |  |

### **EARNINGS PER SHARE**

As of December 31, Dollars (In millions)

|       | no or bodombor or, bonaro | (111 1111110110 |
|-------|---------------------------|-----------------|
| 2023  | \$715.28                  |                 |
| 9 - 2 | \$1,063.09                |                 |
| 201   | \$1,004.03                |                 |
|       | \$1,044.46                |                 |
|       | \$778.83                  |                 |
|       |                           |                 |

| TOTAL NON-INTEREST INCOME           | \$6,683 | \$6,673 |
|-------------------------------------|---------|---------|
| Other Non-Interest Income           | \$2,377 | \$2,513 |
| Debit Card Income                   | \$2,412 | \$2,293 |
| Service Charges on Deposit Accounts | \$1,894 | \$1,867 |

### **DISTRIBUTIONS PER SHARE**

| Occup: |
|--------|
| Othor  |

NON-INTEREST INCOME

**NON-INTEREST EXPENSE** 

| A3 01 December 31, Dona | The s |
|-------------------------|-------|
| \$532.00                |       |
| \$726.00                |       |
| \$673.00                |       |
| \$659.00                |       |
| \$518.00                |       |

| NET INCOME                      | \$13,554 | \$20,376 |
|---------------------------------|----------|----------|
| TOTAL NON-INTEREST EXPENSE      | \$20,135 | \$19,409 |
| Other Non-Interest Expense      | \$8,810  | \$7,693  |
| Occupancy and Equipment Expense | \$1,864  | \$1,936  |
| Salaries and Employee Benefits  | \$9,461  | \$9,780  |





#### Berne

1105 North U.S. Hwy 27 Berne, Indiana 46711 260-589-2670

#### **Bluffton**

404 N. Main Street Bluffton, Indiana 46714 260-824-9982

#### Decatur

1111 S. 13th Street Decatur, Indiana 46733 260-728-2727

#### Peru

915 W. Main St. Peru, Indiana 46970 765-472-1991

#### **Portland**

185 Industrial Drive Portland, Indiana 47371 280-726-2133

#### **Van Wert**

102 Christopher Crossing Van Wert, Ohio 45891 419-232-2222



FirstBankofBerne.com