



# the intersection

*Where Community and Opportunity Meet*

## A LETTER FROM **TIM PURMAN** — PRESIDENT/CEO

Earlier this year, **Hartford was identified by the U.S. Census Bureau as the second-fastest growing southeastern Wisconsin municipality, and the fifth-fastest growing among the 100 largest municipalities in the state.** Wow!

Many of us who live and work in Hartford know what a great community it is, but this is still a noteworthy achievement.

Hartford is home to more than 60 industrial businesses, and Hartford companies employ nearly 8,000 people — more than half of our population. Three different multi-family housing developments are being built in Hartford or recently were completed, adding a total 240 units. The buildings are being rented as fast as developers can build them.

With the jobs, housing and incredible civic amenities Hartford has to offer, it's not surprising that Hartford is seeing this incredible growth. Not to mention the countless times we've heard from our employees and customers that the residents

of Washington County communities are some of the most caring, helpful and welcoming people they've ever known.

The Hartford Area Development Corporation and the Hartford Area Chamber of Commerce are actively seeking new retail stores and restaurants, and also would like to attract a craft brewery to Hartford. Of course, First National Bank would love to help with financing a new business if we can! We are proud to serve as a financial incubator for many small businesses across Washington County. Independent community banks like First National Bank are the primary source of lending for the nation's small businesses. In fact, community banks with less than \$10 billion in assets make more than 60 percent of all small business loans under \$1 million.

We are very proud to be part of this community and hope you are, too. We want to encourage you to continue supporting locally owned and operated businesses by shopping or dining locally. Every dollar



spent at a local business is returned threefold to the local economy — putting your hard-earned money to work in this area.

When small businesses succeed, it opens the door for greater community reinvestment and innovation, which help our community thrive. Indeed, it appears this model is hard at work in Hartford.



Sending you our warmest wishes for a *joy- and love-filled holiday season.*



## Hartford Branch Drive-Thru and Parking Lot Renovation

First National Bank's Hartford branch began a drive-thru banking and parking lot renovation in August that is slated for completion by mid-November 2018. We undertook this project to improve the flow of traffic through our drive-thru and parking lot, and to make these areas easier and safer to navigate. In addition, we wanted to update aging drive-thru equipment and an outdated ATM kiosk.

**The first phase** of the project included newly expanded drive-thru lanes, with an improved commercial lane and new overhead signage. **The second phase** of the project included demolition and reconstruction of the customer parking area, and installation of a new ATM. **The third and final phase** of the project includes renovation of the employee (north) parking lot.

*We hope you find the updated parking lot and drive thru easier and safer to navigate!*



## Replacing Your Paycheck *in Retirement*

Many people have not given much thought to how they will replace their employer paycheck in retirement. Even those on the cusp of retirement are unnerved by the prospect of not having a steady stream of income. The reality is that most retirees will need to create their own income stream.

There are various sources of potential retirement income — Social Security, pension plans, taxable investment accounts, annuities, bank certificate of deposits (CDs), IRAs, employer plans and more. It's also important to consider whether you're going to continue working during retirement. One or a combination of these sources ultimately will provide the overall income needed during retirement, which may lead to management of many different retirement accounts.

A key planning step for retirees is figuring out how much they safely can take out so they don't run out of money during retirement. Retirees are living much longer than their parents did and that means they are at greater risk of outliving their savings. It's important to address this "longevity risk" by putting a plan in place that converts a nest egg into a reliable income source.

The timing of when a retiree draws from an income source matters greatly. Income

sources may be taxed differently and have set rules around the timing of withdrawals that should factor into a retirement plan. For example, Traditional Individual Retirement Accounts (IRAs) allow retirees to tap funds at 59½ without the 10 percent IRS early withdrawal penalty tax, yet also require them to begin taking distributions at age 70½.

As another example, health care expenses can dramatically impact retirement income. Retirees have to reach their 65th birthday before qualifying for Medicare, so if one retired spouse is two years younger than the other, there may be a two-year gap in medical coverage for the younger spouse.

Once retirees have an established plan, how do they make sure they don't run out of money as they age? As a general rule of thumb, when retirees have a longer retirement planning horizon, they should take less out of a retirement portfolio because the money needs to last longer and they don't want to deplete reserves too early in retirement. However, as the planning horizon shortens over the years, retirees can withdraw more from their portfolio. It

can be helpful to have a disciplined systematic withdrawal approach, such as automatically tapping different income sources that deposit a set amount into a checking account.

To get started on retirement planning, figure out how much your savings could translate to in terms of future monthly income in retirement. **Voya Financial®** offers an interactive and educational online experience called **myOrangeMoney®** (<http://voya.com/tool/orange-money>) that helps illustrate this. Self-help tools can offer a quick way to think about your personal scenario and lay the groundwork for a more comprehensive discussion with a financial advisor, who can play a valuable role in helping create a retirement plan.

Investment adviser representative and registered representative of and securities and investment advisory services offered through Voya Financial Advisors, Inc. (member SIPC).

FNB Hartford Investment Services is not a subsidiary of nor controlled by Voya Financial Advisors.

**Not FDIC Insured. Not insured by any Federal Government Agency. Not a deposit.**

**No bank guarantee. May lose value.**

*For information specific to your personal financial situation and investment goals, please contact **FNB Hartford Investment Services** at **262-673-8926**.*



## Identity Theft Affects Children, Too

According to a 2018 report by **Javelin Strategy & Research**, more than one million children in the U.S. were victims of identify theft or fraud in 2017. Two-thirds of those affected were age 7 and younger. A child's social security number is valuable to criminals because it hasn't yet been used for credit, giving criminals the ability to create a "synthetic identity." A synthetic identity is an identity created with a legitimate, albeit stolen, social security number combined with a different name, birthdate, address and phone number to start a new and fraudulent credit file.

Perhaps what is most troubling is that unsuspecting parents often won't know that their child's identity has been stolen until they are in their teenage years and applying for jobs and school loans.

### Warning Signs

Several signs can tip you off to the fact that someone is misusing your child's personal information and committing fraud. For example, you or your child might:

- Be turned down for government benefits because the benefits are being paid to another account using your child's Social Security number
- Get a notice from the IRS saying the child didn't pay income taxes, or that the child's Social Security number was used on another tax return
- Get collection calls or bills for products or services you didn't receive

### Check for a Credit Report

If you think your child's information is at risk, check whether your child has a credit report. If your child is 14 or older, go to **www.annualcreditreport.com** and request their credit report. If your child is 13 or younger, you will need to contact the three credit bureau reporting agencies, TransUnion, Equifax and Experian. The bureaus will check for files relating to your child's name and Social Security number, and for files related only to your child's Social Security number. The credit bureaus likely will require you to provide copies of documents to prove that you can legally access this information. Those documents include:

- The child's birth or adoption certificate
- The child's Social Security card

- The parent or guardian's government-issued identification card, like a driver's license, or copies of documents proving the adult is the child's legal guardian
- Proof of address, like a utility bill, or credit card or insurance statement

Credit reports are not automatically generated for minors, so if there's no credit report on file for your child, that's a good sign. It means no one is using your child's Social Security number to commit credit fraud.

Before your child's 16th birthday is an especially important time to check his/her credit report. If your child has a credit report — and it has errors due to fraud or misuse — you will have time to correct it before the child applies for a job, a loan for tuition or a car, or needs to rent an apartment.



# Mortgage Call Center? *It's Not For Us.*

We know that some banks are moving more services online and to centralized call centers — in some cases even moving ALL of their mortgage services to call centers or online. That's not something you'll see at First National Bank, where we still believe in the ability to meet customers in person and put a face to a name.

Listen, we get it. We know three-fourths of the population uses the Internet for information about the purchase or sale of a home. We love the Internet, too! We have an excellent and easy-to-use online mortgage application, and we still take applications over the phone if that's what the customer prefers. But, we know that for many homebuyers, there simply is no replacement for a face-to-face meeting with a local lender, or the continuity of working with the same person throughout the process.

We don't think these things need to be mutually exclusive. We want to give our customers the option to know and speak with us, either in person or over the phone, so they can ask questions and get advice before they complete that online application. We don't believe in either/or. We believe in both/and.

Local community banks like First National Bank excel at providing tailored assistance and serving as trusted advisors throughout the entire mortgage process. Our lenders have more than 30 years of experience — EACH. We put that experience to work for you, answering all of your questions and ensuring that you feel comfortable with each step.

We don't see you as just a loan application. We see you as a fellow community member. The kind of banking we provide at First National Bank is built on a foundation of a lifelong partnership where the interests of all parties are valued. This type of relationship building is just not something that online lenders and big banks are set up to provide.

Regardless of whether we "see" you in person, online or over the phone — whichever you prefer — we WILL see you.

*If you have questions about homebuying or mortgage programs, please don't hesitate to get in touch with one of our lenders!*

*First National Bank NMLS ID# 409428.*

Learn more about the mortgage options and grant programs we offer at [www.fnb-hartford.com/mortgage](http://www.fnb-hartford.com/mortgage) or contact a lender today!



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## Repair the Damage

If your child does have a fraudulent credit report, report the identity theft to the FTC. Go to [www.identitytheft.gov](http://www.identitytheft.gov) or call 1-877-ID-THEFT.

Next, contact the companies where the fraud occurred and explain that someone opened a fraudulent account using your child's identity. Ask them to close the account and send you a letter confirming your child isn't liable. If needed, send a letter explaining your child is a minor who can't enter into contracts and attach a copy of your child's birth certificate.

In addition, contact the three credit bureaus and have them remove the fraudulent accounts from your child's credit report. Tell them that your child is a minor who can't enter into contracts and include a copy of your child's birth certificate.

## Consider a Credit Freeze

Consider freezing your child's credit until he or she is old enough to use it. The credit freeze restricts access to your child's credit file, making it harder for identity thieves to open new accounts in your child's name.

In the State of Wisconsin all consumers, including a parent or legal guardian of someone under the age of 16, can request and remove a credit freeze free of charge. To place a freeze, you must write to each of the three credit bureaus and provide evidence that you have the authority to make the request.

Don't forget to lift the credit freeze when your child is old enough to apply for credit.

## Prevention = Protection

The Federal Trade Commission recommends the following steps to protect your child's information and prevent identity theft:

- Find a safe location for all paper and electronic records that show your child's personal information.

- Don't share your child's Social Security number unless you know and trust the other party. Ask why it's necessary and how it will be protected. Ask if you can use a different identifier, or use only the last four digits of your child's Social Security number.
- Shred all documents that show your child's personal information before throwing them away.
- Be aware of events that put information at risk. For example, there's an adult in your household who might want to use a child's identity to start over; you lose a wallet, purse or paperwork that has your child's Social Security information; there's a break-in at your home; or a school, doctor's office or business notifies you that your child's information was affected by a data breach.

## Credit Bureau Contact Information

Contact the national credit bureaus to request fraud alerts, credit freezes (also known as security freezes), and opt outs from pre-screened credit offers.

**Equifax** — [Equifax.com/personal/credit-report-services](http://Equifax.com/personal/credit-report-services) | 800-685-1111

**Experian** — [Experian.com/help](http://Experian.com/help) | 888-EXPERIAN (888-397-3742)

**Transunion** — [TransUnion.com/credit-help](http://TransUnion.com/credit-help) | 888-909-8872

Thanksgiving Day, Thursday, November 22 — **CLOSED**  
 Day after Thanksgiving, Friday, November 23 — **OPEN regular business hours (8:30 a.m. – 6 p.m.)**  
 Christmas Eve Day, Monday, December 24th — **8:30 a.m. to 12:00 p.m.**  
 Christmas Day, Tuesday, December 25th — **CLOSED**  
 New Year's Eve Day, Monday, December 31st — **8:30 a.m. to 3:00 p.m.**  
 New Year's Day, Tuesday, January 1st — **CLOSED**



## Holiday banking hours

## Equipment Leasing *with First National Bank*

Equipment leasing is a popular way for businesses of all sizes to acquire equipment. Nearly any piece of equipment qualifies, and it's a great option for businesses with limited cash flow. Now businesses and municipalities can get their equipment leasing needs met at First National Bank. Unlike a leasing company where leases are transaction-based, our leases are relationship-based. We know you, and we know your business. We already have an established, trusted business relationship with you, and we understand your objectives when you lease. No longer are large fees and penalties around each corner — we never charge termination or prepayment penalties, and we can structure your lease to provide you with maximum flexibility.

In addition, our leasing process is extremely efficient. Customers have been pleased with the ease of completing the application and are finding that they receive funding just a couple of business days after the date of their application.

Leasing through First National Bank makes sense. Our business is to grow your business, and leasing

builds on our commitment to provide you with the financial tools you need to succeed. In addition, coordinating all your banking and equipment financing activity with one bank is convenient and saves you valuable time.

### Leasing Options

The popularity and growth of leasing is in large part due to the wide variety of available lease options. These include:

- 100% financing — no down payment required
- New or used equipment
- Variable payments for seasonal customers
- Fixed rate for the lease term
- Leases structured to meet tax objectives

If you've already spoken with one of our commercial lenders, complete your equipment lease or municipal equipment lease application on our website now at [www.fnb-hartford.com/leasing!](http://www.fnb-hartford.com/leasing!)

\*Lease and all related servicing is provided through our partnership with BB Community Leasing Services, Inc. — Madison, WI.

Contact our commercial lending team to find out how we can meet your leasing needs.



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## Chicken Marsala Pasta

*This hearty chicken marsala is perfect for a cold fall or winter evening. Our business banking manager, Aaron Lensink, (pictured above) contributed this recipe to our 110th Anniversary Cookbook, but he admits that his wife really deserves all the credit. "This is something my wife started making and our entire family really enjoys! It's become one of our favorites."*

### Ingredients

- |                                      |   |
|--------------------------------------|---|
| 1 lb. whole grain pasta              | 8 oz. fresh mushrooms, sautéed              |
| 1 lb. chicken breasts                | 2 garlic cloves, minced                     |
| Salt & pepper, to taste              | 1 bunch roasted asparagus                   |
| 2 T. olive oil                       | Parmesan cheese, freshly grated for serving |
| Whole wheat flour, spread on a plate |   |
| 1½ c. dry Marsala wine               |   |
| 1 c. heavy cream, room temperature   |   |

### Directions

Boil pasta according to package directions. Cut chicken into strips and season with salt and pepper. Spread flour on a plate and put olive oil into sauté pan over medium-high heat. While the oil is heating, dredge the chicken pieces through the flour until well coated. Sauté the coated chicken until brown and cooked all the way through, about 10 minutes. Transfer the chicken onto a plate to keep warm. Turn heat off and carefully add Marsala wine to the pan. Turn heat back onto high and boil down the wine for a few minutes. Scrape the bits off the pan while it's cooking. Keep the heat on high and add cream, mushrooms and garlic; stir until sauce starts to chicken (about 5-8 minutes). Put the chicken pieces back in the sauce heating them up again and coating with sauce. Evenly divide pasta among bowls and top with chicken, extra sauce and asparagus. Top with freshly grated parmesan cheese.

## Fall/Winter recipe

Your *community* bank. Your *opportunity* bank.

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