



July 9, 2022

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Kevin Forristall Speaks



Kevin Forristall, President of TS Banking Group, began working at TS Bank in 2008. Kevin is the grandson of one of our former Optimist members, Gerald Forristall and the son of Gary and Diane Forristall. He lives in rural Macedonia with his wife Vanessa, and four young children. Kevin played

football at Morningside College and received his Master's Degree from Creighton University.

Kevin began by asking the group what we are more aware of individually since COVID impacted our lives. As a company, it's been similar. An opportunity to get better at what we do hasn't changed, but how we do it has changed in many ways – from where we work, how we conduct meetings. All employees were surveyed multiple times and the bank has developed a hybrid work model and mapped what is effective in each employee's role.

He stated this has been hugely beneficial – employee retention has been great. Word of mouth from employees has been very key in hiring new employees. With employees who work remotely, the bank has to be intentional to bring them into the fold and the culture. The bank has grown from 38 employees in 2008 to 245 in 2022.

Forristall stated within TS Banking Group, there are several entities: 1) TS Bank has offices in Treynor, three in CB, Macedonia, Corning, and Atlantic. First, a loan production office started in Ames will soon be a full service bank. 2) Out of state, there are two locations in Tioga/Crosby, ND, one in Clinton, IL, and four offices in Arcadia, WI. 3) TS Prosperity Group offers trust and wealth management. Recent acquisitions: Collins Tax Consulting and Callahan Financial Planning (CFP) are also affiliated with this group. CFP has several locations in the U.S. 4) TS Ag

Finance was created to work with a network of loan originators around the US to secure ag real estate loans for producers across the U.S., which are sold to Farmer Mac.

Forristall discussed the future of the bank: TS Bank will celebrate its 100th birthday in 2023. There will be more technical enhancements for clients. The focus is to be both on digital and personal relationships with clients.

Also discussed were the advantages of expanding, work ethic, rates, payments, young farmers getting started, the impact of the CFPB – Consumer Financial Protection Bureau, and cybersecurity. A question was asked regarding crypto currency. Kevin stated there are many dimensions, some of which probably won't be mainstreamed and have been the pioneer to other things, but block chain could be revolutionary for digital US dollars.

Next week's speaker will be:

Keith Christensen

All are welcome!

Meetings are from 8-9 AM, Saturdays

Treynor Community Building

FAMOUS QUOTE

"Don't mistake pleasure for happiness."

Josh Billings

Meeting Minutes

Dale Willenborg called the meeting to order. Present were 23 members plus Kevin Forristall, Julie and Kallie Danker.

Dale led the Pledge of Allegiance and Jordan Campbell gave the opening prayer.

Jokes were shared by Gary Funkhouser and Steve Chambers.

50/50 was won by Marsha Underwood. Josh Gutttau won the attendance drawing but wasn't present to win.

Birthdays/Anniversaries: Gary Gutttau's 86th birthday was celebrated with Dee Gutttau providing cinnamon rolls. Jordan Campbell paid extra to not have us sing for his and Katie's wedding anniversary.

Bragging Rights: (\$ are used for youth activities)

- Dee Gutttau contributed because of the great rain.
- Judy Gutttau attended her high school class reunion at Griswold on Friday which was fun.
- John Klein stated his brother had won \$30,000 with a lottery ticket he bought.
- Jordan Campbell stated Dallon won in the Hurl the Pearl contest at a ball game.

BUSINESS:

- A sign-up sheet was passed for watching gates at Westfair on July 28. Timeslots are 12-2:30 and 2:30 – 5.
- Due to lots of rain this week, picking up flags was delayed until today after the meeting.
- Can kennel sorting this week included Gary Funkhouser, Gary Gutttau, Chad Gutttau, John Klein, Steve Irvin, and Steve Chambers.
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L-R. Kallie Danker, Julie Danker, Dale Willenborg

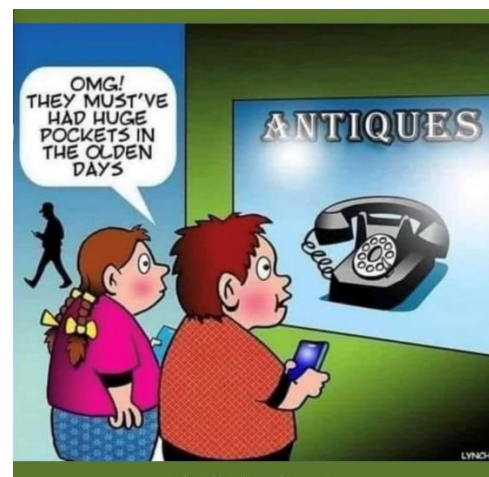
The Music Boosters were presented a check for \$1362.30 from the can kennel. Julie Danker, President, stated the money will go to help pay for the costs of the marching band show

contest. The school pays for registration and transportation. Every four years a music trip is taken and this year's trip will be to Nashville. Funds are raised to defray some costs for the students. Other fundraising avenues are the Christmas concert bake sale, the Pops Concert and primarily the spring concession stand during track and soccer.

There was discussion during the meeting about the lowest gas price remembered! Ten cents was the lowest.

The meeting was closed with reciting the Optimist Creed.

HUMOR



Calendar

Events

- July 28 Help with gates at WestFair
- Aug. 26-28 Iowa District Optimist Convention - Davenport

Birthdays

- July 23 Jerry Hempel
- July 27 Jim Clausen

Anniversaries

- July 25 Chuck & Kathy Nielsen

Programs

- July Phil Waggoner (1&3 Sat)
Judy Gutttau (2,4&5 Sat)
- Aug Bill Vorthmann (first two)
Jim Clausen (last two)
- Sept Jordan Campbell

Speakers

- July 16 Keith Christensen
- July 23 Kyle Osborne, TS Institute – Financial Literacy
- July 30 John Heatley, Chaplain Pott Co. Good News Jail & Prison Ministries