



**OUR "NEW NORMAL" IS STILL "NORMAL"  
WHEN IT COMES TO SERVING YOU!**

As Your Financial Partner For Life,  
we will never change our commitment to provide  
our best products and services to you.



Farmers & Merchants State Bank  
210 W. Madison Street  
Waterloo, WI 53594

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Permit #5654



**Greetings to you and your family,**

How are you managing during this once-in-a-lifetime experience we are sharing?

We are doing our best to survive and thrive in the "new normal" which has now evolved to be called the "Great Pause". We have taken the necessary steps to keep our staff, families, and you, our financial partners, safe during this time with social distancing, working from home, reduced hours and lots and lots of hand washing. We will get through this unusual time together because we know we can; we have done it before.

I want to thank each of you for the loyalty and support you have shown us. Your encouragement and understanding have made our days brighter. I also thank those around us in healthcare, law enforcement, maintenance, and all the jobs deemed essential that enable us to survive.

I look forward to the day that we can tell stories of our unusual experiences, incredible memories of good deeds and miracles.

We hope that you and your loved ones remain safe, secure and healthy. And, remember to wash your hands!

*William E. Campbell*

**CHALK IT UP AT HOME  
COLORING CONTEST  
on Facebook**



**Here's a fun new contest for side walk artists 13 and under**

How it works.

1. Pick up a FREE box of 3 chalks from either the Waterloo walk-up window or Marshall drive-thru after April 25, 2020.
2. KIDS! Create a chalk masterpiece at your home or in your neighborhood by drawing one amazing chalk picture of whatever you wish all by yourself on a sidewalk or driveway. Absolutely no help is allowed from anyone over 13 years old. You can use your own chalk too. There are no guidelines concerning size or subject matter.
3. Send a picture of your creation to **Calendarcontest@FMBankPartner.com** by May 6, 2020. You can use a phone or a camera to submit your picture.
4. Please include: Artist name and age, title of your creation and best phone number to reach you.
5. We will post an album of all of the entries on Facebook on Friday, May 8, 2020.
6. The three photos with the most likes by midnight on Monday, May 11, 2020 will be winners.
7. Winning artists will receive a gift card prize pack and their artwork featured in the 2021 F & M bank calendar.



\*APR is Annual Percentage Rate. Consult your tax advisor on interest deductibility. Interest rate in effect 4.10.2020. Subject to approval. Subject to change without notice. Other great rates and terms available. The information provided assumes the purpose of the loan is for a no cash-out refinance OR to purchase a property, with a loan amount of \$150,000. The property is an existing single family home with loan is used as a primary residence. Minimum equity or down payment of 40% required with a minimum credit score of 660. At a 3.00% interest rate, the APR for this loan type is 3.070%. The monthly payment schedule would be 359 payments at \$632.41 and 1 payment of \$630.90. If an escrow account is required or requested, the actual monthly payment will also include amounts for real estate taxes and home owner's insurance premiums and will be greater. Waterloo-Marshall-Marshall-Oconomowoc NMLS ID# 411936 Equal Housing Lender



**30 Year Fixed Rate Mortgage  
3.00% Interest Rate  
3.070% A.P.R.\***

**Need more house?  
RATES ARE STILL AT RECORD LOWS -  
PURCHASE~REFINANCE~UPGRADE~REMODEL**

# Amish Sugar Cookies

Kathy Elliott tested out this new recipe on some Marshall staff and the cookies were so delicious that we just had to share – the recipe.... the cookies disappeared!

Amish Sugar Cookies (the most flavorful and melt-in-your-mouth cookies ever)

## Ingredients:

- 4 1/2 cups all-purpose flour
- 1 tsp. baking soda
- 1 tsp. McCormick Cream of Tartar
- 1 cup (2 sticks) salted butter room temperature
- 1 cup vegetable oil
- 1 cup granulated sugar
- 1 cup confectioners sugar
- 2 large eggs room temperature
- 2 tsp. McCormick Pure Vanilla Extract

## Instructions:

1. Pre-heat oven to 375F and line a few baking sheets with parchment paper.
2. In a large bowl, whisk together the flour, baking soda, and cream of tartar. Set aside.
3. In the bowl of a stand mixer fitted with the paddle



attachment, cream together the butter, oil, sugars on med-high speed until light and fluffy, scraping the sides as necessary.

4. Reduce speed to medium and add the eggs, one at a time, mixing just until combined.
5. Add the vanilla and mix until combined.
6. Reduce speed to low and add the flour in three additions, scraping down the sides as necessary.
7. Using a scoop that holds 2 tablespoons of dough, drop batter onto the baking sheet, spacing at least an inch apart.
8. Bake for 8 – 10 minutes, just until the edges begin to darken.
9. Let cool on baking sheet.

Prep time: 15 minutes, Cook time: 10 minutes, Servings: 24  
Author: Amanda Rettke

There are perks for being our partner.  
**Like a \$50 perk!**



If you know of a friend or neighbor who is looking for a new bank, refer them to us! When they give us this flyer with your name when opening a brand new account, we will deposit \$50 into your account. It's our way of saying thanks!

Ask for details at the bank or call 888-478-3007



Waterloo ■ FandMstbk.com ■ Marshall

Offer valid for new F&M customers only. \$50 will be awarded upon your referral opening a new account. Referrals of immediate household family members do not qualify. Employees not eligible. This offer is subject to change without notice. Effective February 1, 2020. 1099-INT will be issued for amounts credited to your account. Member FDIC.

## AS YOUR PARTNER

We will enrich your financial life with full-service products. Farmers & Merchants State Bank is an independent community bank located in the triangle of Jefferson, Dane and Dodge counties that has served Waterloo, Marshall and surrounding communities since 1897.

# \$50 DOLLARS

*Can be Yours!*

## For Referring a Friend

The nicest thing you can do for us is to refer a new customer

### Your Information:

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_  
Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_  
Your Referral: \_\_\_\_\_

### New Customer Information:

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_  
Account: \_\_\_\_\_  
Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_  
Date: \_\_\_\_\_



**Please bring a valid picture ID and Social Security Card to open account**

This limited time offer may be withdrawn at any time. The person making the referral must have an F&M State Bank account. We will contact you to confirm where you would like to deposit your award. The person being referred must qualify to open a personal checking account and must not have held a F&M State Bank Personal checking account in the past 180 days. Personal checking account must remain open for a minimum of six months or the \$50 will be debited from the account at closing.

# RMDs Waived for 2020

As a general rule, IRA owners and participants in 401(k)s and some other workplace retirement plans must take annual required minimum distributions from those accounts once they reach age 72. Thanks to the new \$2 trillion federal stimulus law, individuals otherwise required to take an RMD for 2020 can skip it altogether without penalty, with no need to make it up in 2021.

The reason: Congress decided not to require RMDs this year to avoid making people take funds from depleted accounts.

(from Kiplinger's Personal Finance Adviser- April 2020)



# WATCH OUT FOR THESE TWO SCAMS

## Covid-19 Cons

**THE POSE:** You get an email offering a coronavirus vaccine or access to critical medical equipment.

**THE PITCH:** Anxiety's high; you are urged to protect yourself.

**THE APPROACH:** Some emails ask for credit card information, then bill you for products that never arrive. Others includes a link that will install malware to steal your passwords.

**THE PREVENTION:** Visit government health agency websites for updates. Be wary of emails during a crisis. There is no COVID-19 vaccine.

From AARP BULLETIN/Real Possibilities April 2020 > visit the Fraud Watch Network at [aarp.org/fraudwatchnetwork](http://aarp.org/fraudwatchnetwork). You will find detailed info about a variety of frauds and scams, plus expert prevention tips and an interactive scam-tracking map.

## CENSUS SCAMS

**THE POSE:** Imposters pretend to be census takers.

**THE PITCH:** You could be asked for your Social Security number or credit card information.

**THE APPROACH:** A fake census worker shows up at your door. Or you're contacted by phone, mail or email.

**THE PREVENTION:** The Census Bureau will never ask for your Social Security number, solicit donations or threaten you with a warrant, if you don't cooperate. Census takers carry government IDs. For more information, visit [2020census.gov](http://2020census.gov)