



Customer & Community CONNECTION

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— FEBRUARY 2020 —

2019 IRA contributions

The deadline is Wednesday, April 15 to make a contribution to your IRA for 2019. Would you like to learn more about IRAs? **Please stop by your nearest Farmers & Merchants Union Bank location and speak with an expert in our IRA department.**

Need a Loan?

Speak to one of our Loan Officers:

- Susie** - Mortgage (920) 623-7107
NMLS ID#466026
- Doug** - Agriculture (920) 623-7104
- Greg** - Ag/Commercial (920) 623-7115
NMLS ID#757536
- Dave** - Consumer (920) 623-7106
- Matt** - Commercial (920) 623-7108
NMLS ID#466028
- Sheila** - (Friesland) (920) 348-5141
NMLS ID#466030
- Matt** - (Juneau) (920) 623-7108
NMLS ID#466028
- Sarah** - (Juneau) (920) 386-2100
NMLS ID#1693579

- Downtown Columbus**
159 W. James St. | (920) 623-4000
Columbus Branch
- 104 Industrial Dr. | (920) 623-7101
Fall River Office
- 637 S. Main | (920) 484-6505
Friesland Office
- 114 W. Winnebago | (920) 348-5141
Juneau Office
- 198 S. Western Ave. | (920) 386-2100
Rio Office
- 575 S. Lowville Rd. | (920) 992-6100

Member FDIC



Saturday, May 9 Shred Event

Details to come

Wednesday, August 12 Coin Appraisal

Rio 9 a.m. - noon
Fall River 1 - 4 p.m.

Thursday, August 13 Coin Appraisal

Columbus Downtown 9 a.m. - noon
Juneau 1 - 4 p.m.

2020 Bus Trips

Our 2020 bus trip schedule has been announced and we look forward to traveling with you!

More info at: fmub.bank/bustrips

Wed., April 29 — The Church Basement Ladies at The Fireside Theatre \$110/person

Wed., May 13 — Brewers vs. Cubs at Wrigley Field; 1:20 PM game time \$80/person

Thurs., June 18 — Lavendar Farm Tour, Dells Boat Ride & Water Show \$115/person

Fri., July 10 — The Clauson Family 50's & 60's Music Show \$95/person

Wed., Sept. 30 — Celebration River Lunch Cruise with Live Entertainment \$100/person

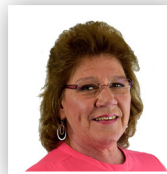
For more information and to reserve seats, contact our Travel Team at (920) 623-7155 or e-mail travelteam@fmub.bank

Congratulations FMUB Team!

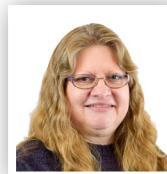
We proudly recognize the following Farmers & Merchants Union Bank team members who celebrated milestone anniversaries with us in 2019.



DOUG LAMBERT
40 YEARS



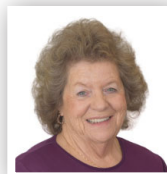
SANDY PRATT
20 YEARS



SHAREL MARTIN
20 YEARS



AMY ZEINERT
15 YEARS



GAIL DEGROFF
5 YEARS



DANIELLE BARNHARDT
5 YEARS



NOAH PEARSON
5 YEARS

JOHN HASSEY NEVAREZ, LPL Financial Advisor | (920) 623-7127 | john.hassey@lpl.com
MATTHEW HUGHEY, CPA, LPL Financial Advisor | (920) 623-7135 | matthew.hughey@lpl.com
ANDREW GILE, LPL Financial Advisor | (920) 623-7130 | andrew.gile@lpl.com
LORRAINE KASMISKI, Customer Service Associate | (920) 623-7129 | lorraine.kasmiski@lpl.com

159 W. James St. - Columbus, WI 53925

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Farmers & Merchants Financial Services

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LPL Financial Advisors, Andrew Gile, John Hassey Nevarez and Matt Hughey, will provide guidance for 2020 and beyond.

2020 offers opportunities

The year 2019 was historic from an investing perspective. The Dow 30 Industrials index was up over 25%; the S&P 500 index was up over 31%; and the NASDAQ index was up over 30% in 2019. Were you happy with your investing results for 2019? What are your investing plans for 2020?

The investing forecast for 2020 is good. Many experts in 2019 were calling for a recession that didn't materialize. Many also believe that, given the three rate cuts by the Federal Reserve in 2019, the necessary and sufficient stimulus has been injected into the U.S. economy to stave off a recession for at least 12 months.

Several research groups have indicated that while a couple of signals point to a recession (such as an inverted yield curve), there are several other indicators (including unemployment), that point to not even being close to a recession.

Trade tensions between the U.S. and China have eased. On January 15, 2020, the U.S. and China signed "phase one" of a trade deal. The significance, besides reducing tariffs and increasing trade between the two nations, is the signal for

increased cooperation and future agreement on trade.

Also, 2020 is an election year with the U.S. House of Representatives, one-third of the U.S. Senate, and the office of President of the United States. The potential for change is dramatic, and the crystallization of that potential will become clearer on the first Wednesday of November 2020.

Given all of this, where are the challenges and opportunities for investing in 2020?

Investing challenges include (but are not limited to):

- Being too cautious/conservative
- Focusing on long-term goals
- Diversification
- Managing investment return expectations

Investing opportunities include (but are not limited to):

- Identifying long-term value & growth
- Emerging companies and industries
- Rebalancing portfolios
- Tax Loss Harvesting

Do you have questions about investing in this new decade? We are here to assist you, with your questions and to help you with your investment plan for 2020 and beyond. Give us a call or stop in today!

Content in this material is for general information only and not intended to provide specific advice or recommendations for any individual. All performance referenced is historical and is no guarantee of future results. All indices are unmanaged and may not be invested into directly. The Dow Jones Industrial Average is comprised of 30 stocks that are major factors in their industries and widely held by individuals and institutional investors. The Standard & Poor's 500 Index is a capitalization weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. The NASDAQ Composite Index measures all NASDAQ domestic and non-U.S. based common stocks listed on The NASDAQ Stock Market. The market value, the last sale price multiplied by total shares outstanding, is calculated throughout the trading day, and is related to the total value of the Index.

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