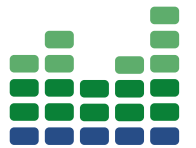


# QwickAnalytics Community Bank Index (QCBI) State Performance Trends

*Key industry trends for the "true" community bank*

## **STATE OF THE STATE: IOWA** *3rd Quarter 2022 Review*



QwickAnalytics™  
from QwickRate



# QwickAnalytics State Performance Trends

Iowa  
Banks

September 30, 2022

QwickAnalytics is pleased to present a summary of key performance trends for "true" community banks.

Many of the thousands of banks the FDIC tracks are *not true* community banks, and therefore their call report data should *not* be included when measuring key performance trends and measures for this sector. The QwickAnalytics Community Bank Index (QCBI) <sup>TM</sup> addresses this issue.

## The QwickAnalytics Community Bank Index (QCBI)

The proprietary QwickAnalytics Community Bank Index (QCBI) includes *only* those banks that should be regarded as "Community Banks" for more relevant and meaningful comparisons. The index is ***largely*** based on recent research conducted by the FDIC in its December 2012 *Community Banking Study* regarding the definition of a community bank, but has been further refined to be improved and more relevant.

The following is a summary of QCBI banks compared to total FDIC-Insured bank and trust institutions:

	<u>QCBI Banks</u>		<u>Excluded Banks</u>		<u>Total Banks</u>
	#	%	#	%	
Iowa	249	98%	4	2%	253
National	4,434	92%	362	8%	4,796

Please visit the [www.QwickAnalytics.com](http://www.QwickAnalytics.com) website for more information.



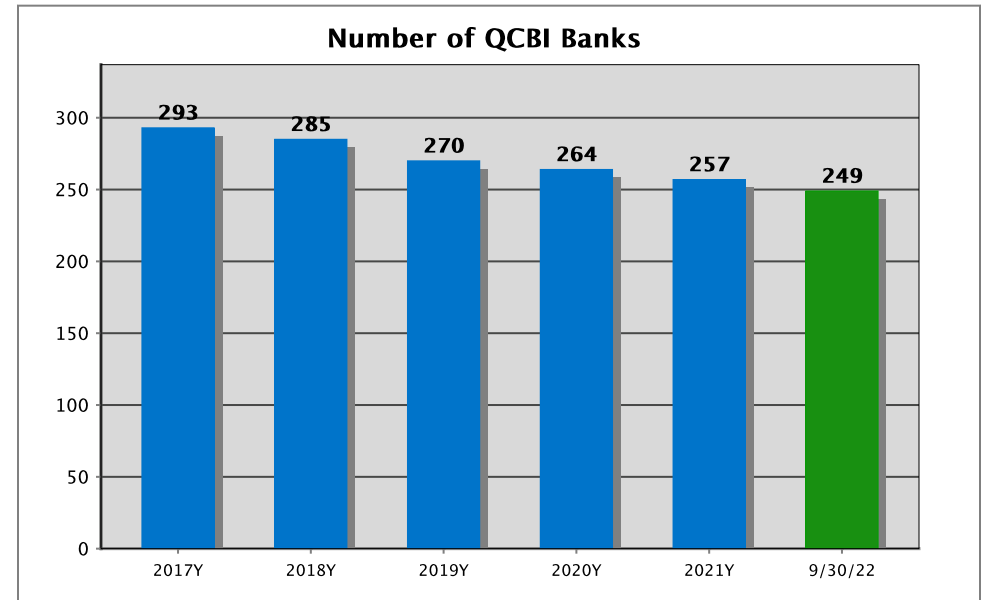
QwickAnalytics<sup>TM</sup>

# QwickAnalytics State Performance Trends

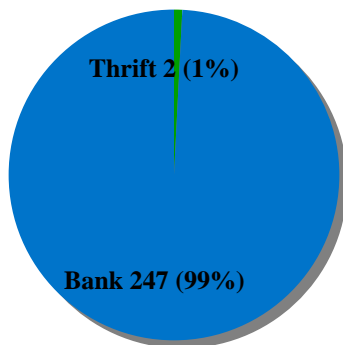
## QCBI Industry Structure

Iowa  
Banks  
September 30, 2022

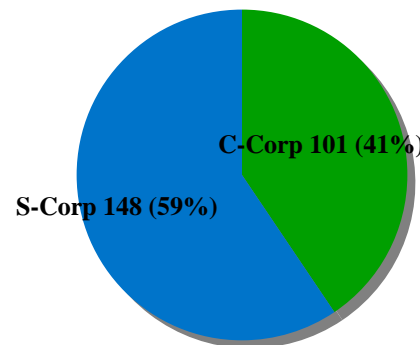
QCBI Bank Size Distribution				
Total Assets	Institutions		Aggregate Assets	
	#	%	\$MM	%
\$0-\$100 Million	54	22%	\$3,174	3%
\$100-\$500 Million	144	58%	\$35,700	33%
\$500 Million-\$1 Billion	28	11%	\$18,035	17%
\$1-\$5 Billion	21	8%	\$38,563	36%
\$5-\$10 Billion	2	1%	\$12,404	11%
<b>Total</b>	<b>249</b>	<b>100%</b>	<b>\$107,875</b>	<b>100%</b>



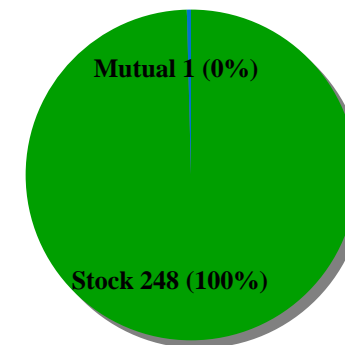
Industry Breakdown



Structural Breakdown



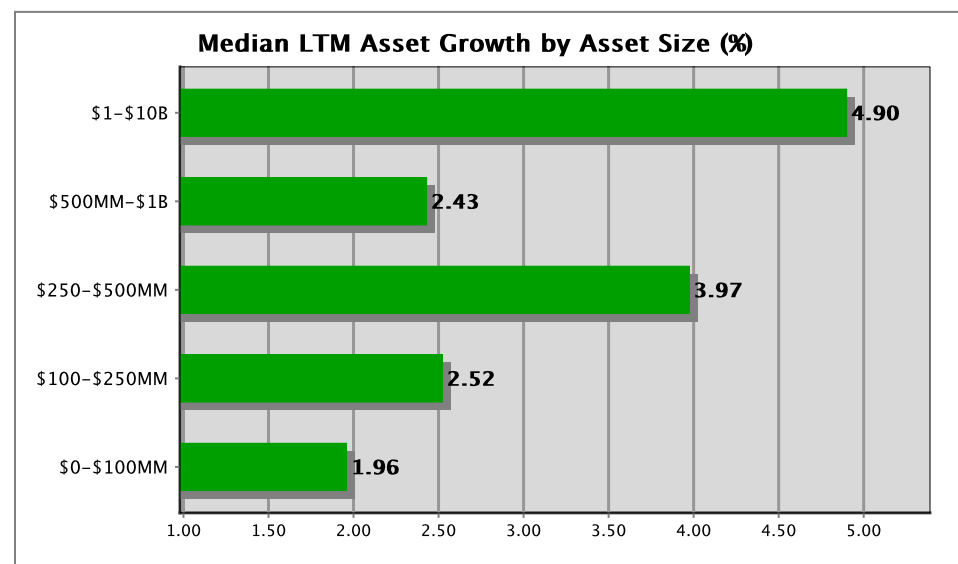
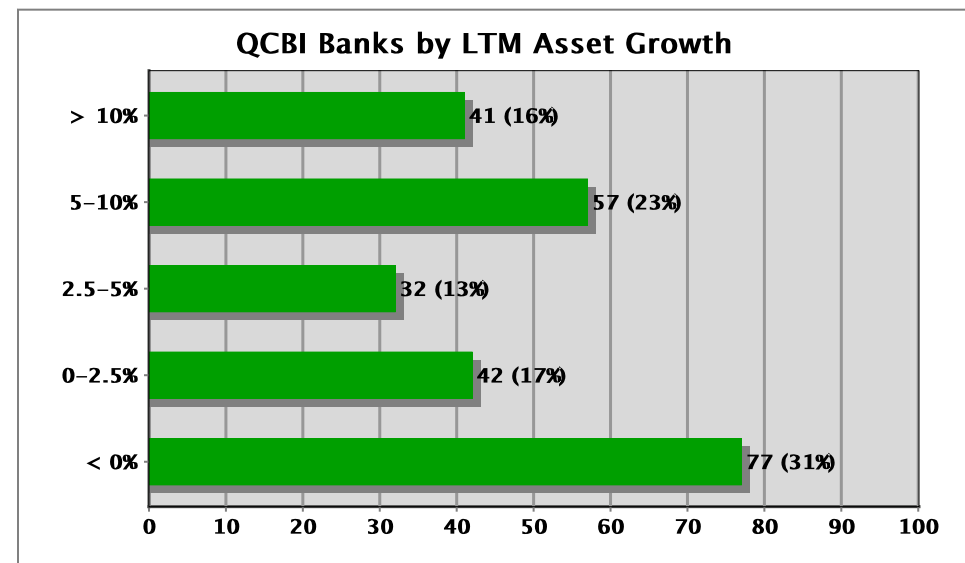
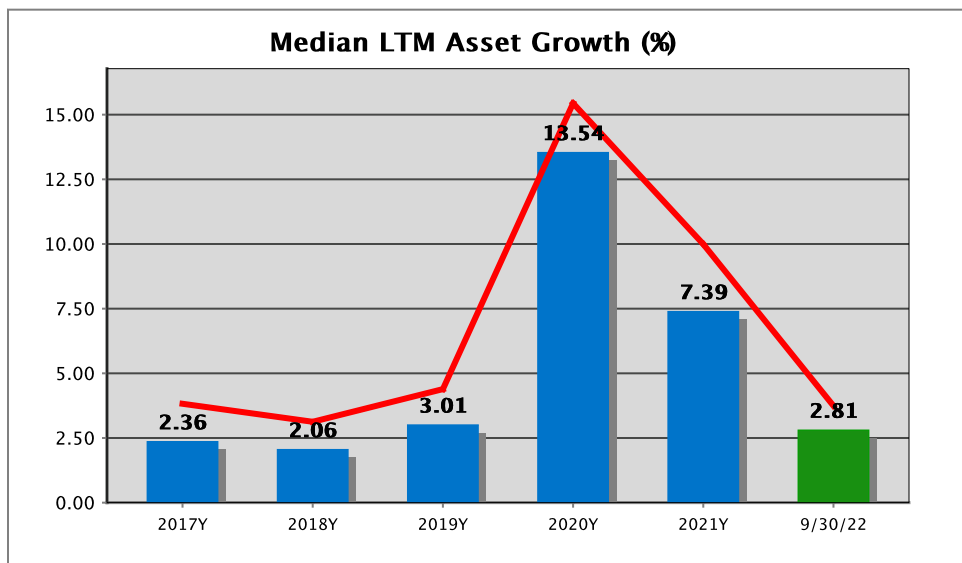
Ownership Breakdown



# QwickAnalytics State Performance Trends

## Asset Growth Trends

Iowa  
Banks  
September 30, 2022



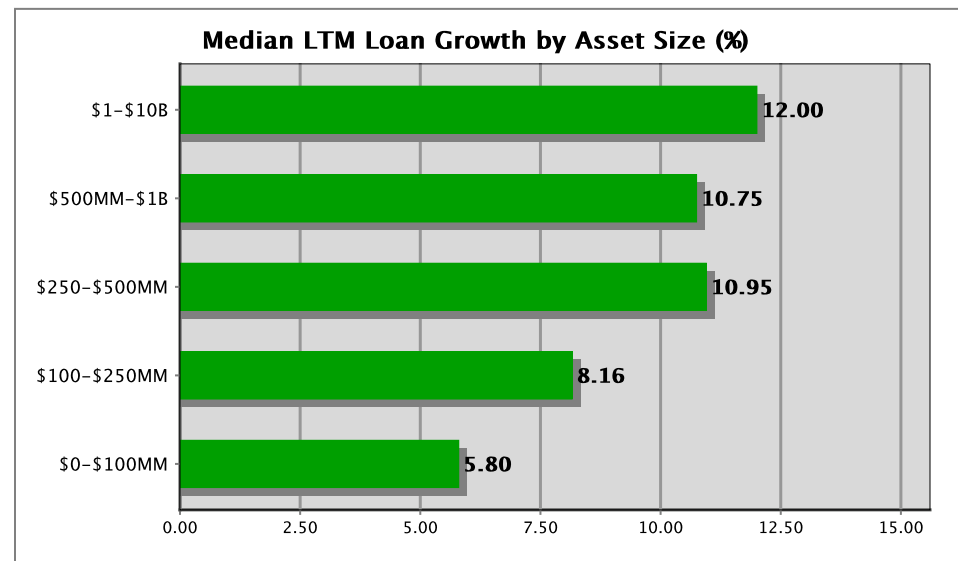
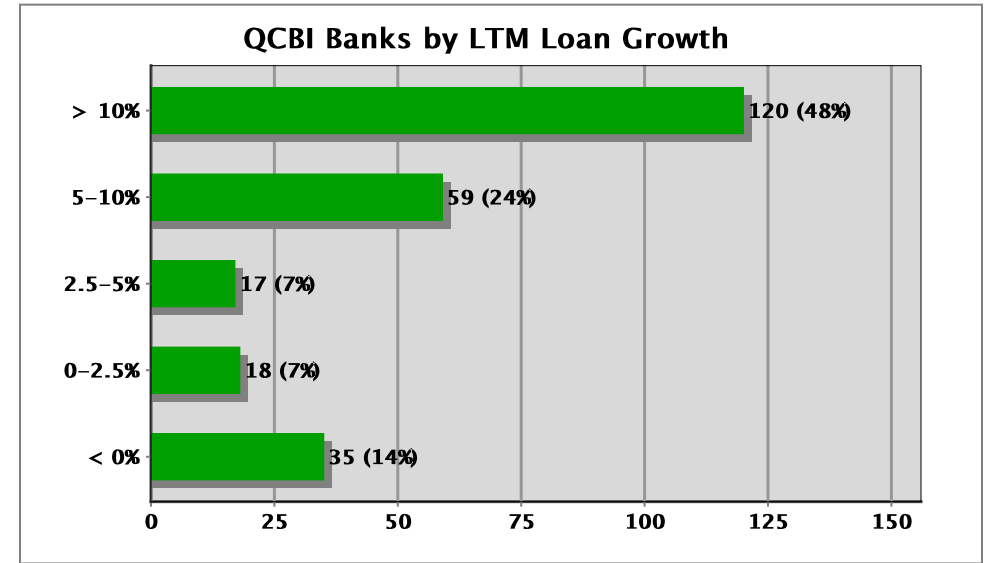
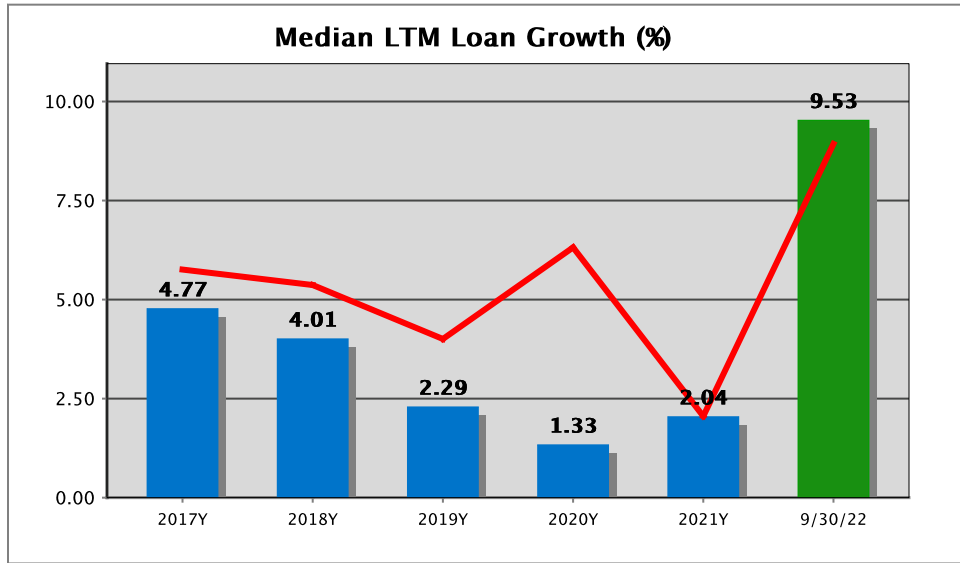
— National Trend

\* LTM = Last 12-months (or "trailing" 12-months)

# QwickAnalytics State Performance Trends

## Loan Growth Trends

Iowa  
Banks  
September 30, 2022



— National Trend

\* LTM = Last 12-months (or "trailing" 12-months)

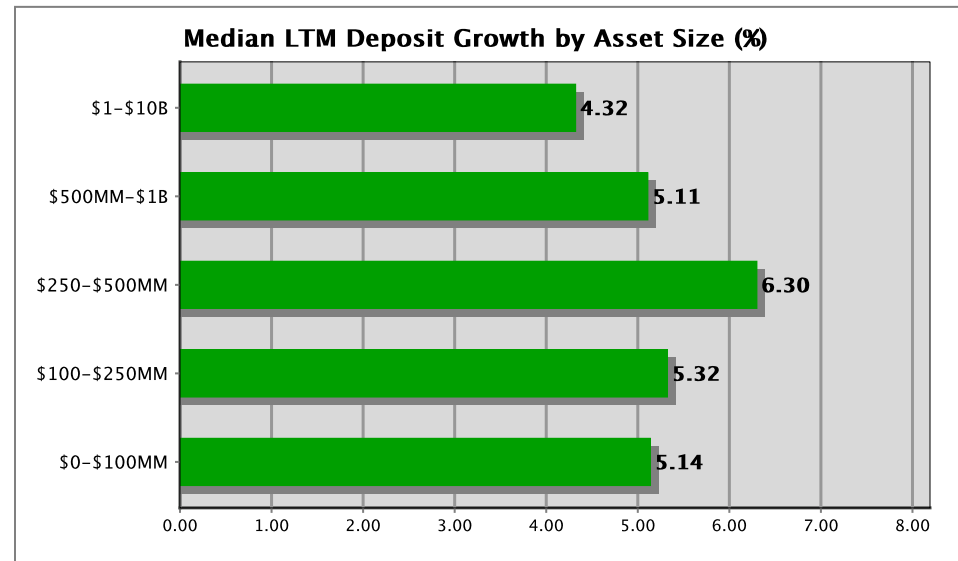
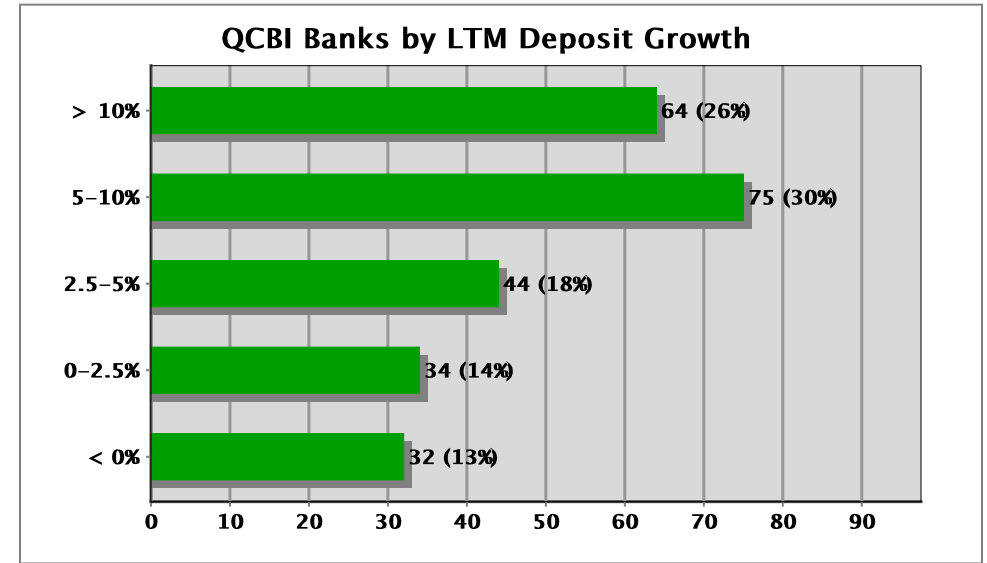
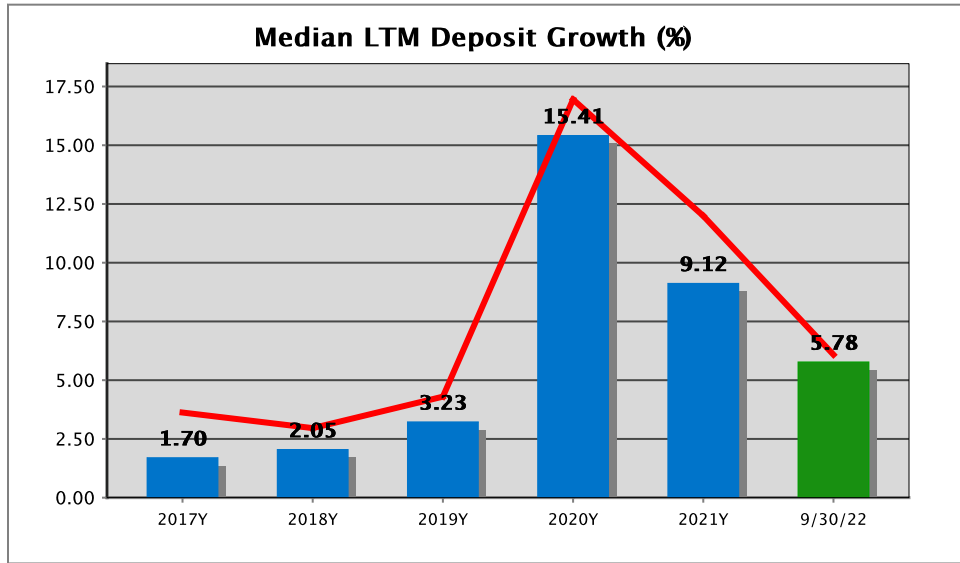


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# QwickAnalytics State Performance Trends

## Deposit Growth Trends

Iowa  
Banks  
September 30, 2022



— National Trend

\* LTM = Last 12-months (or "trailing" 12-months)



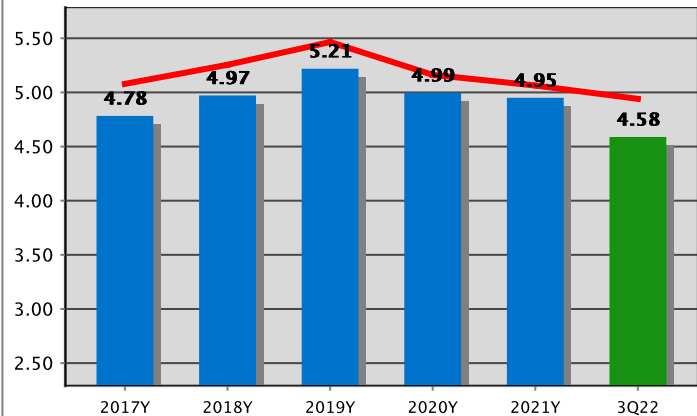
QwickAnalytics™

# QwickAnalytics State Performance Trends

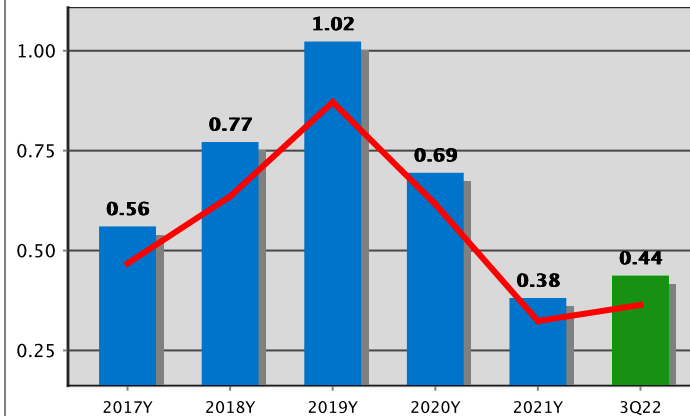
## Performance Trends

Iowa  
Banks  
September 30, 2022

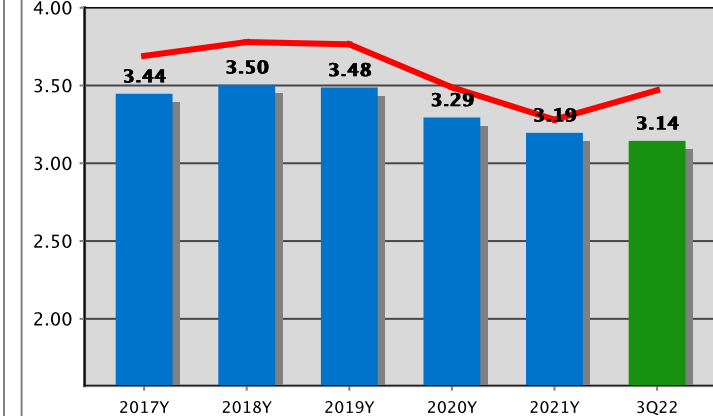
Yield On Loans (%)



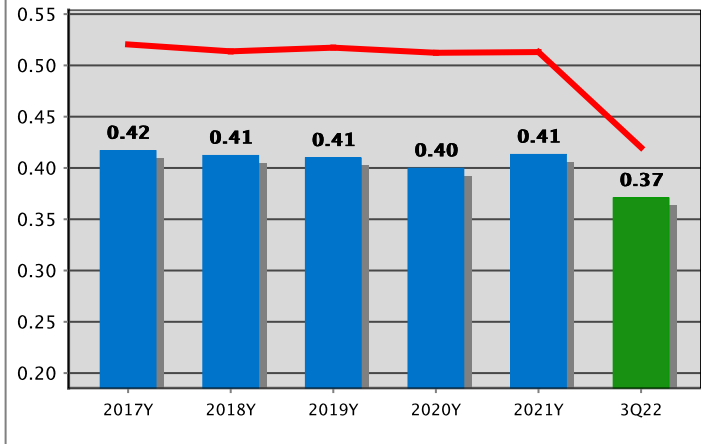
Cost of Funds (%)



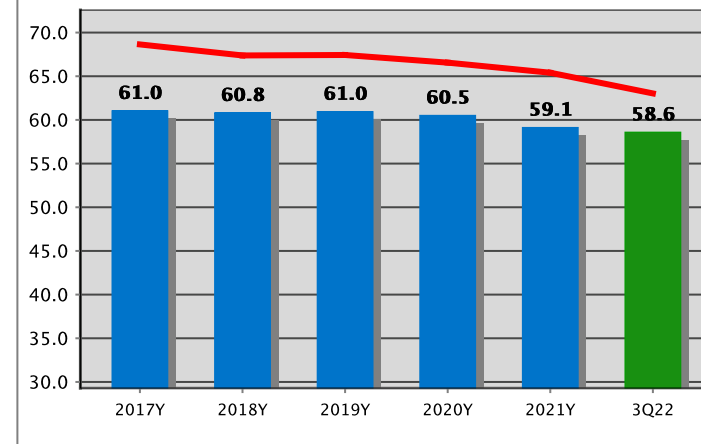
Net Interest Margin (%)



Noninterest Income (Core) / Avg. Assets (%)



Efficiency Ratio (Core) (%)



— National Trend

Note: All data points represent median values;  
current period data (green bars) are for the most recent quarter (MRQ); Core items exclude nonrecurring gains/losses

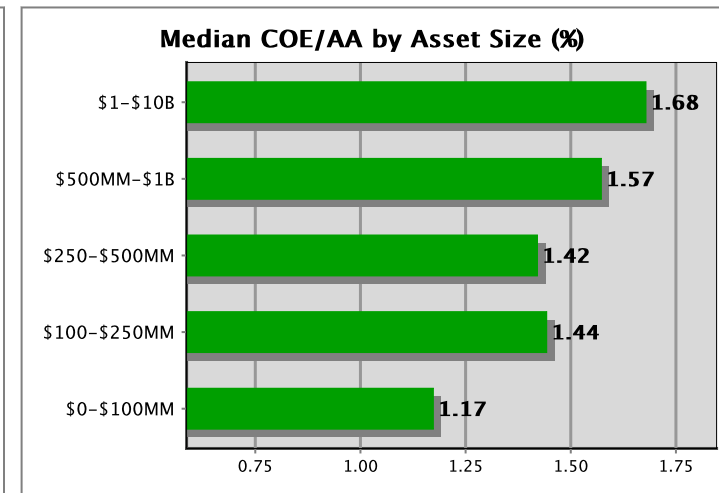
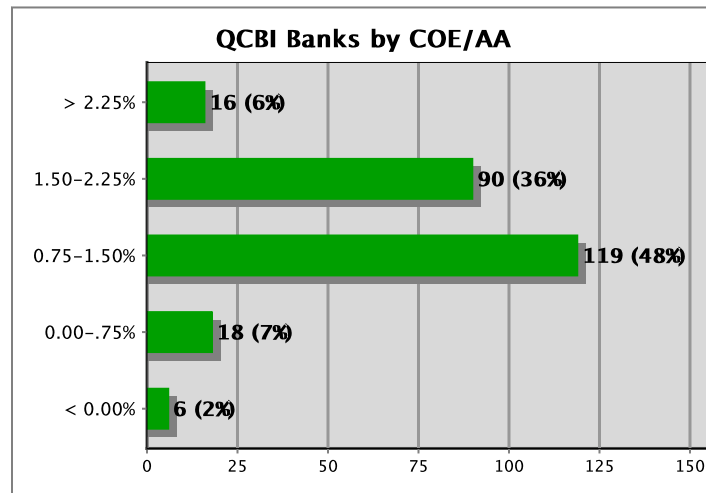
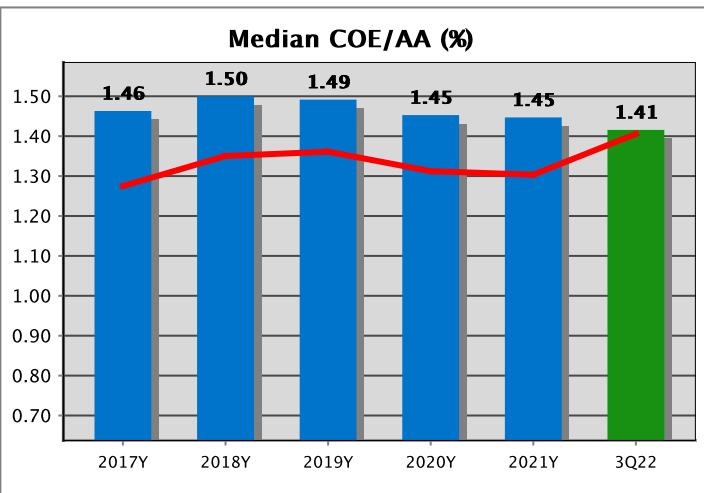
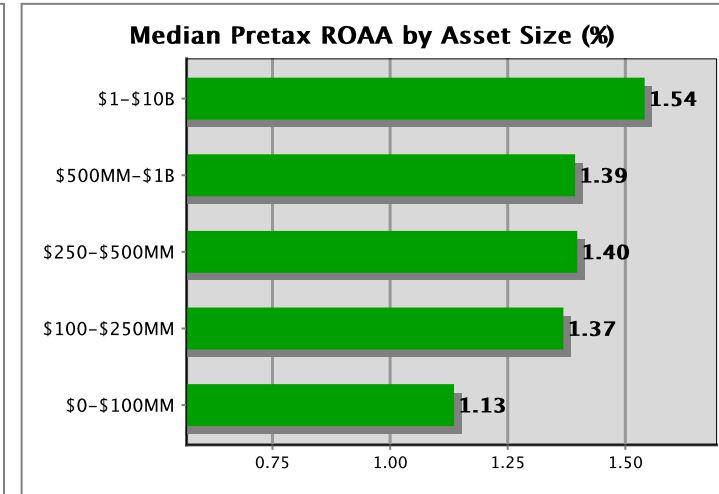
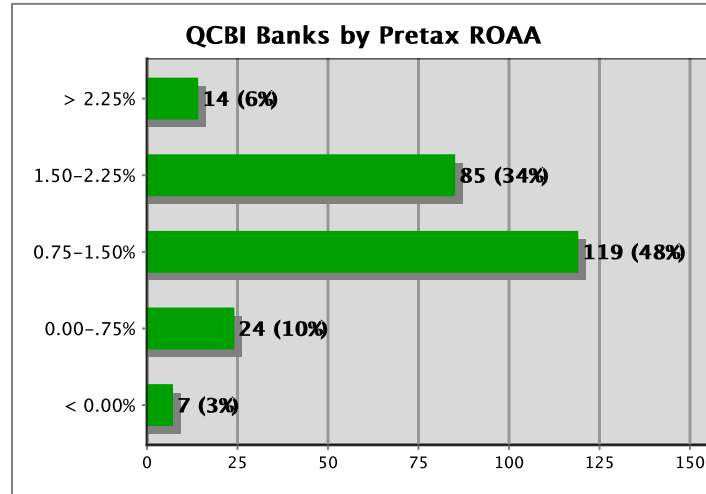
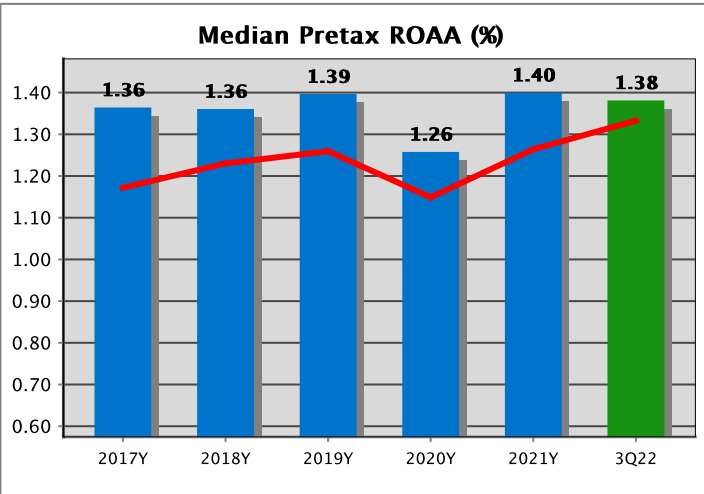


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# QwickAnalytics State Performance Trends

## Profitability Trends

Iowa  
Banks  
September 30, 2022



— National Trend

\* Core Operating Earnings excludes credit-related & nonrecurring items (loan loss provision, nonrecurring gain/(loss) on the sale of assets (other than loans), impairment losses, etc.)  
current period data (green bars) are for the most recent quarter (MRQ)

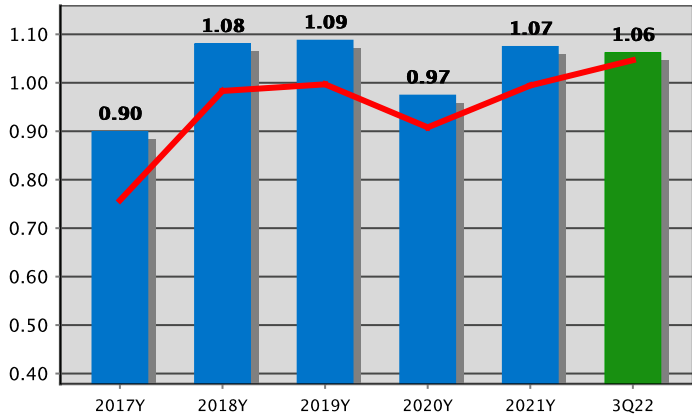


# QwickAnalytics State Performance Trends

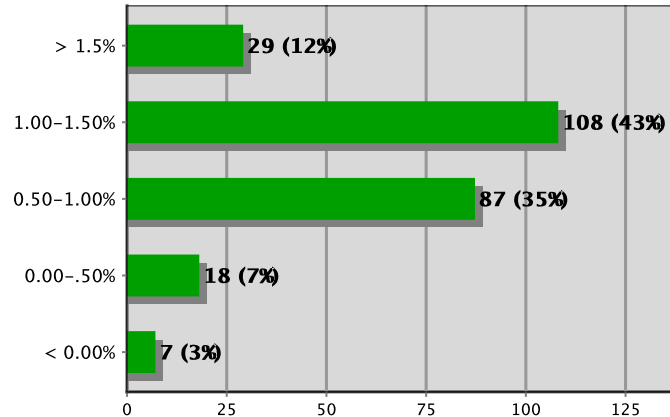
## Profitability Trends

Iowa  
Banks  
September 30, 2022

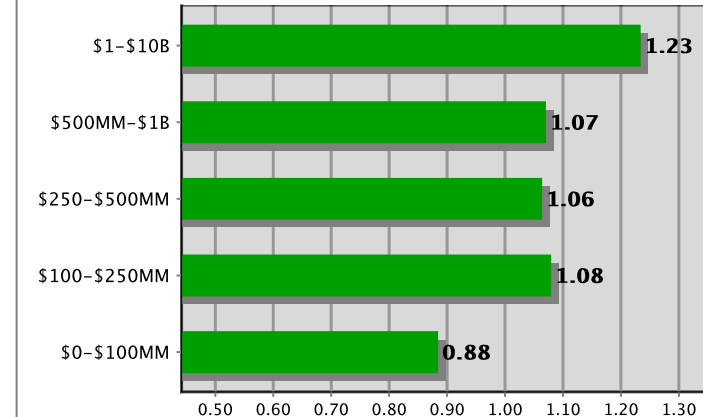
Median ROAA (%)



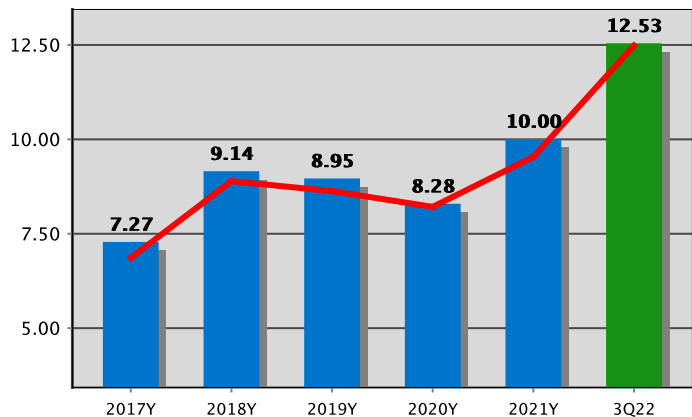
QCBI Banks by ROAA



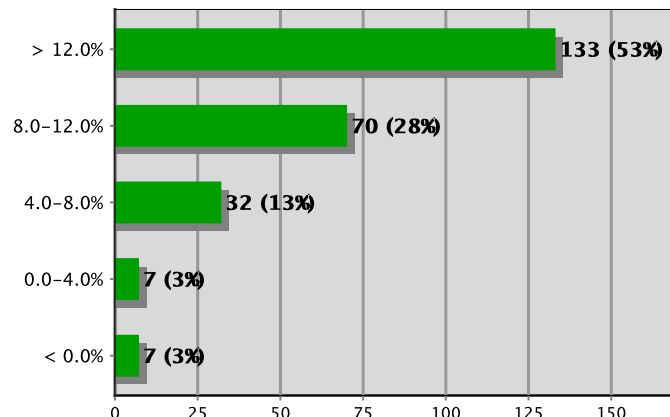
Median ROAA by Asset Size (%)



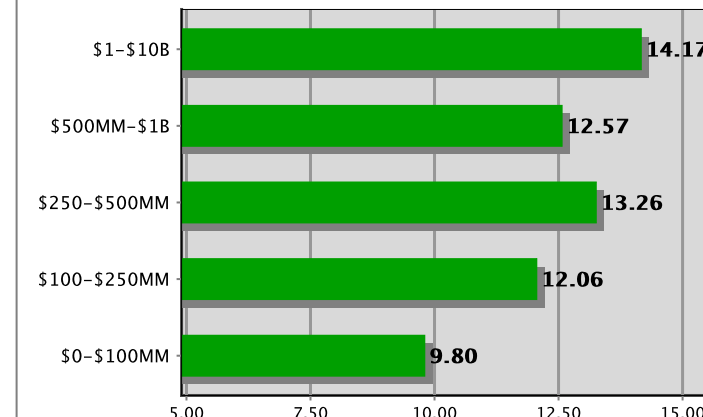
Median ROAE (%)



QCBI Banks by ROAE



Median ROAE by Asset Size (%)



— National Trend

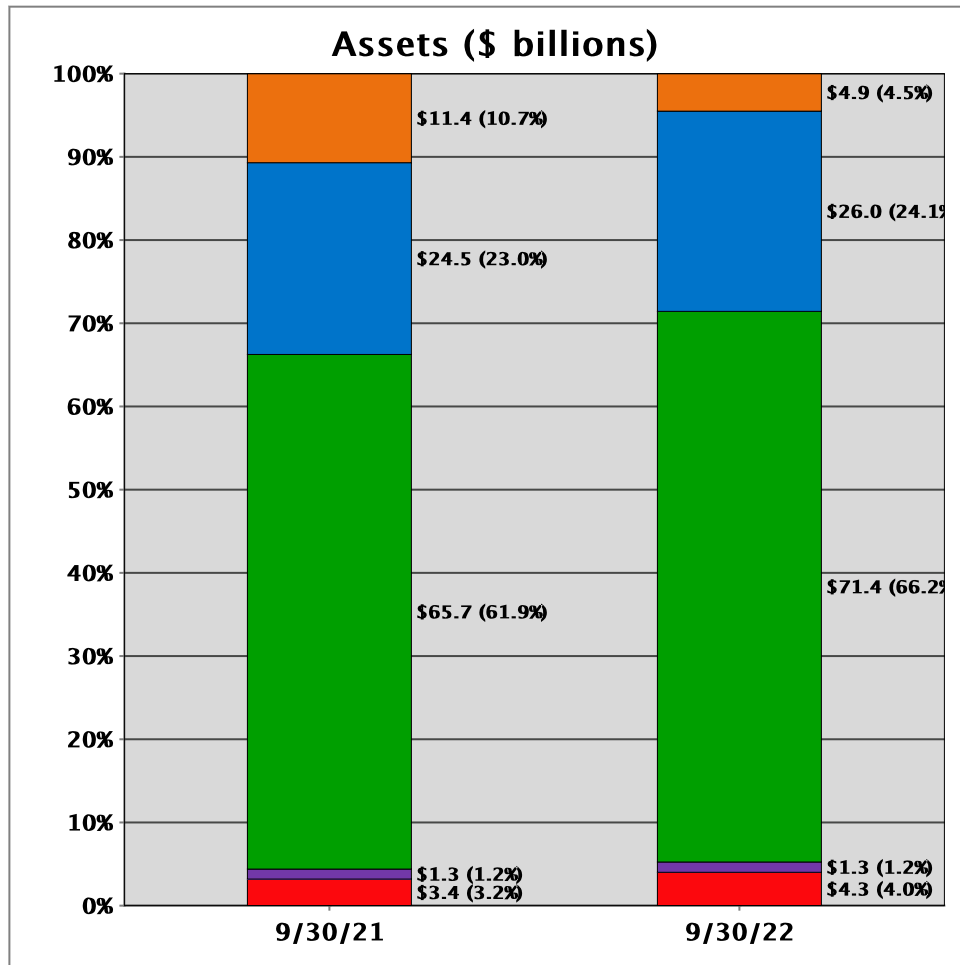
\* ROAA & ROAE have been tax-affected for all S-Corp status institutions at an assumed tax rate of 21% (35% prior to 3/31/18); current period data (green bars) are for the most recent quarter (MRQ)



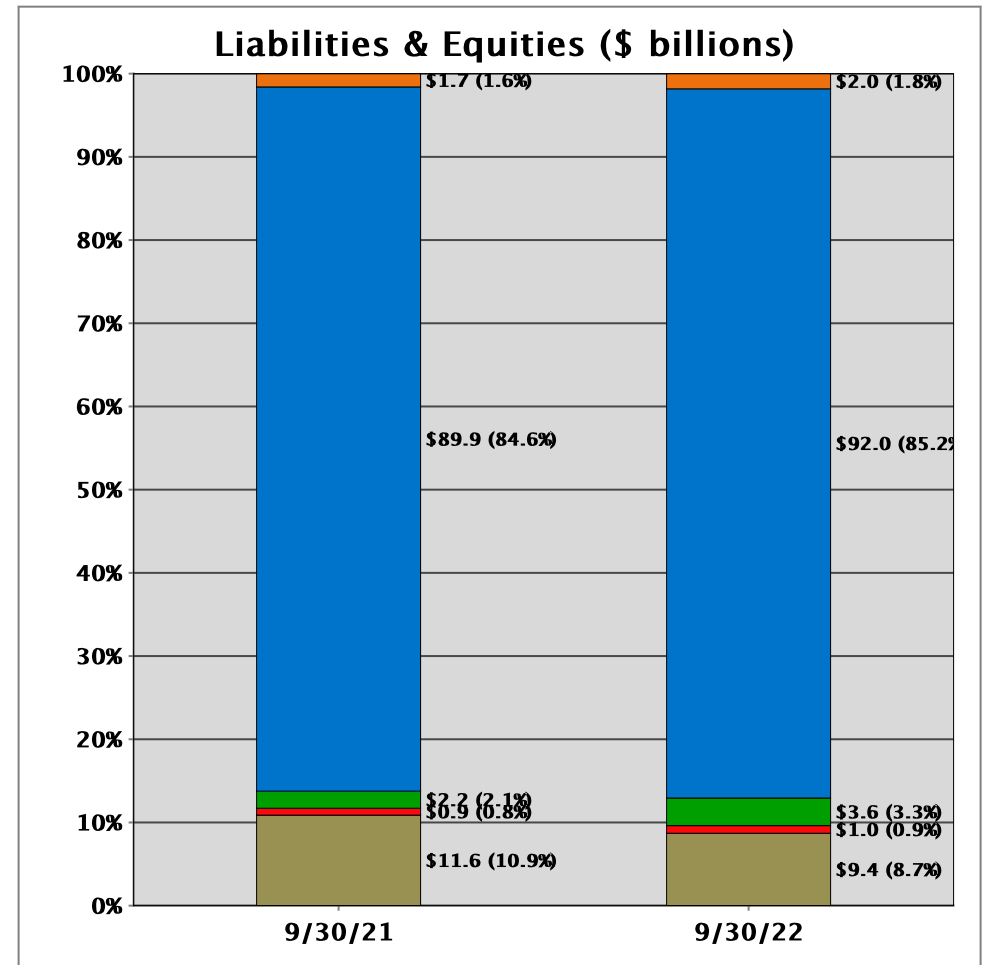
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# QwickAnalytics State Performance Trends Balance Sheet Composition

Iowa  
Banks  
September 30, 2022

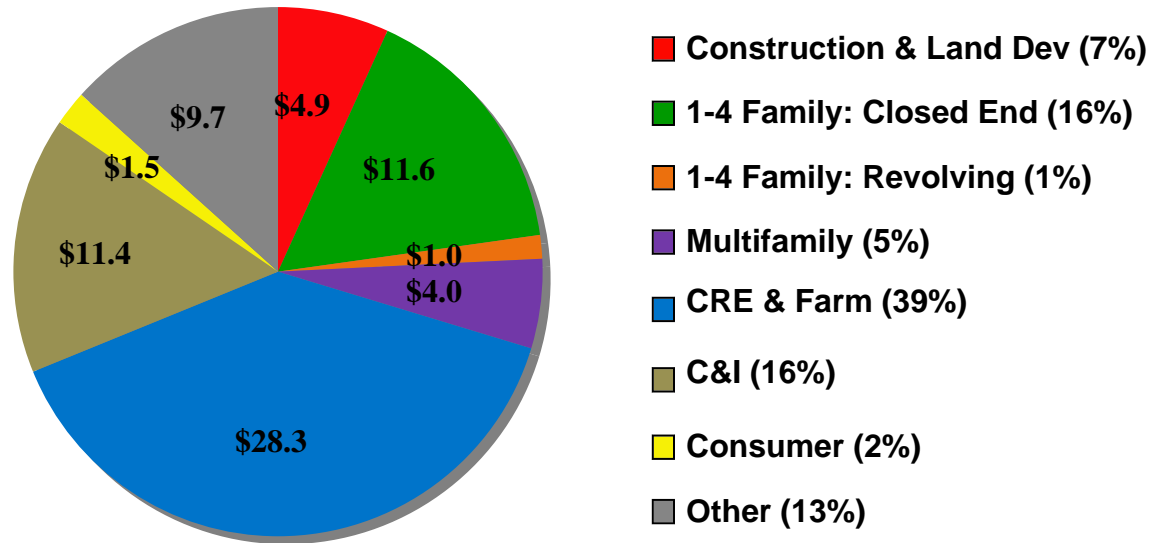


■ Cash & Equivalents   
 ■ Securities   
 ■ Net Loans  
■ Premises & Fixed   
 ■ Other Assets



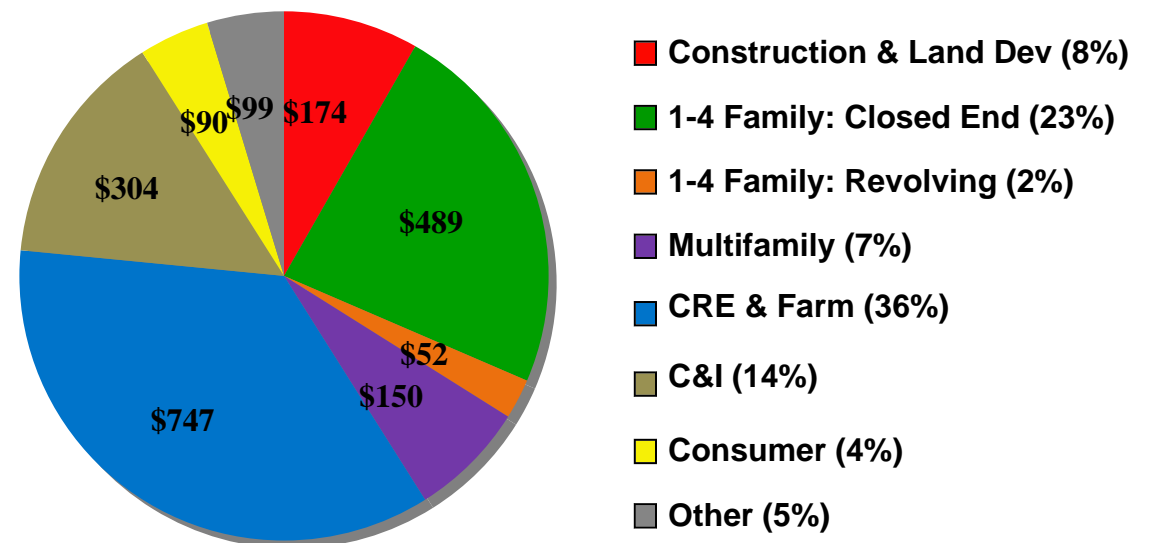
■ Fed Funds & Repos   
 ■ Deposits   
 ■ Other Borrowings  
■ Other Liabilities   
 ■ Equity Capital

**State Aggregate Loan Mix**



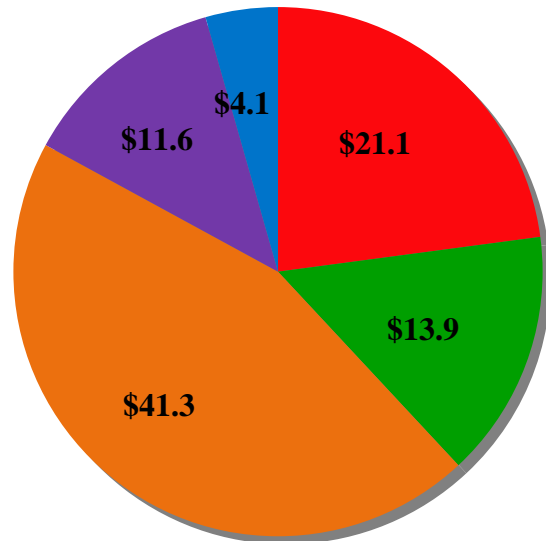
(\$ billions)

**National Aggregate Loan Mix**



(\$ billions)

**State Aggregate Deposit Mix**



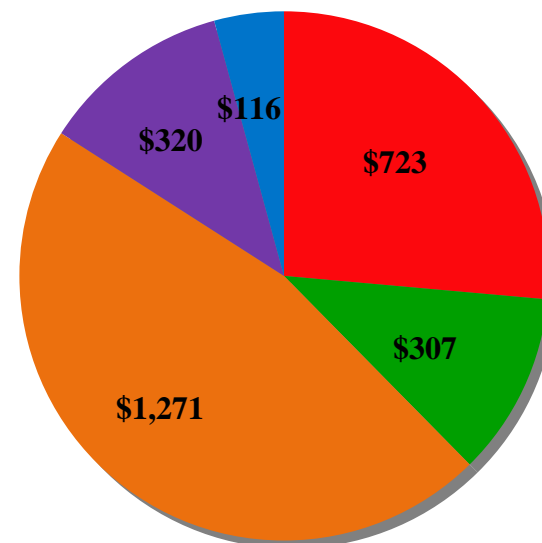
- Demand (23%)
- NOW & Other Trans. (15%)
- Savings & MMDA (45%)
- Retail Time (13%)
- Jumbo Time (4%)

**Memo:**

Total Noninterest-Bear. ( \$21, 22% )  
 Total Brokered ( \$2, 2% )

(\$ billions)

**National Aggregate Deposit Mix**



- Demand (26%)
- NOW & Other Trans. (11%)
- Savings & MMDA (46%)
- Retail Time (12%)
- Jumbo Time (4%)

**Memo:**

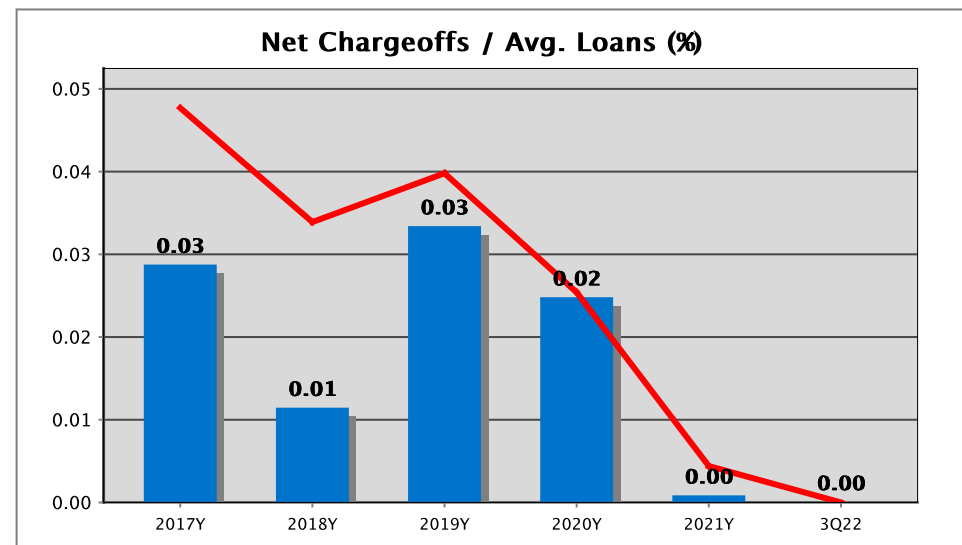
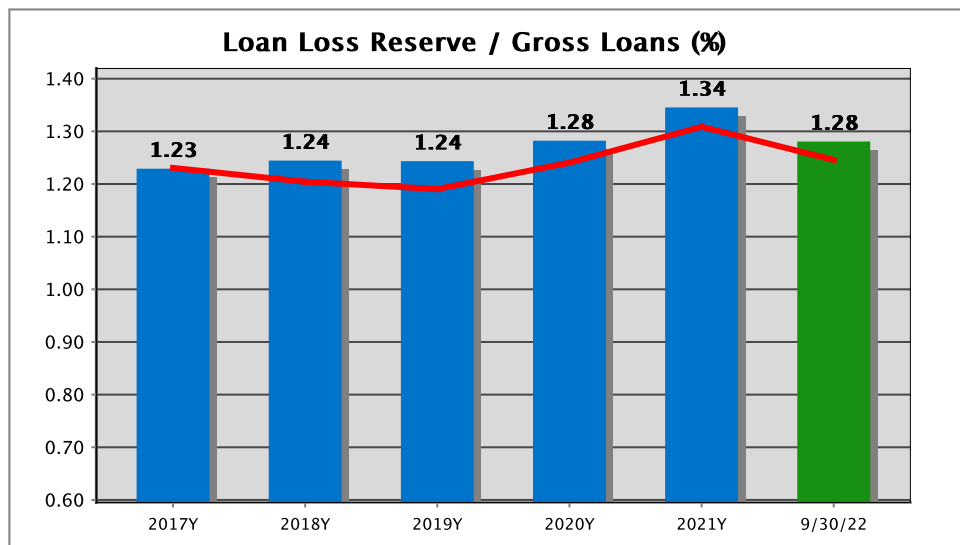
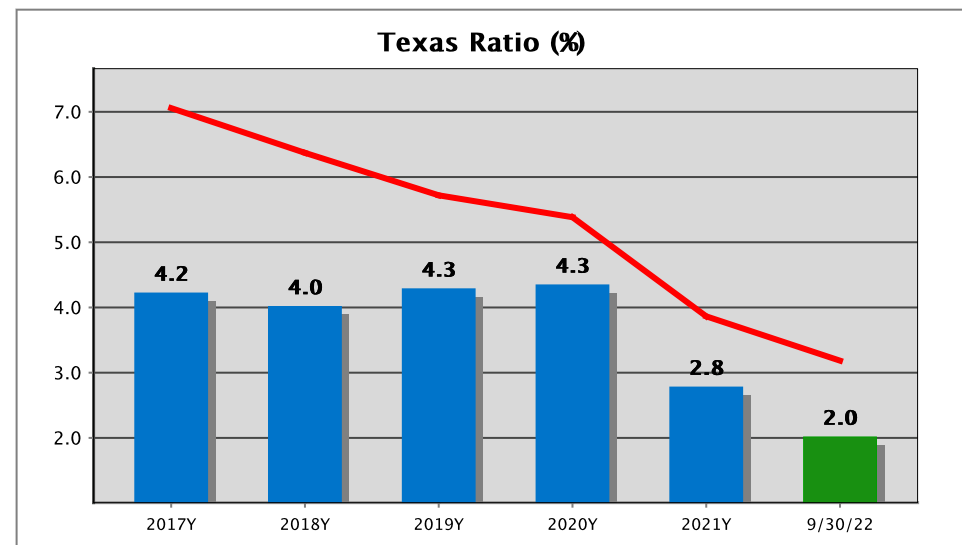
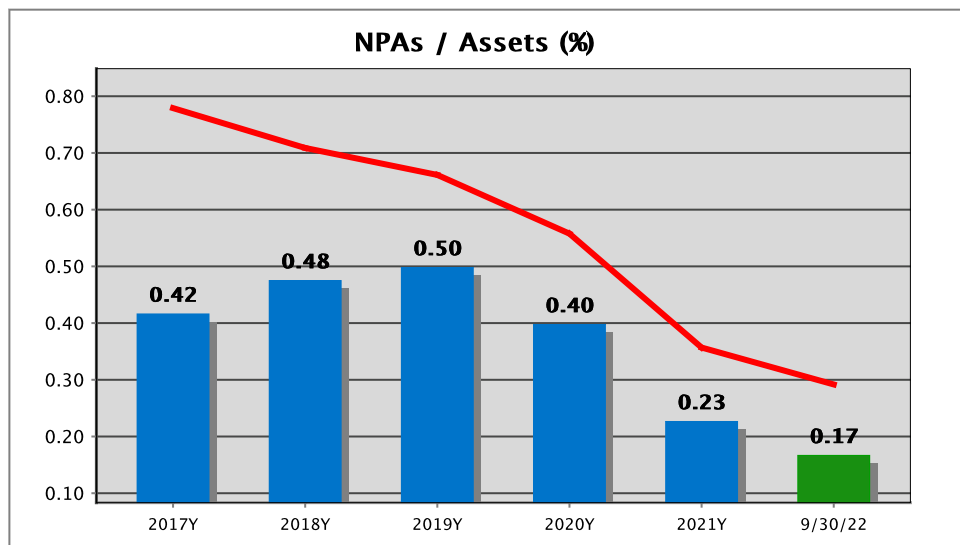
Total Noninterest-Bear. ( \$784, 26% )  
 Total Brokered ( \$72, 3% )

(\$ billions)

# QwickAnalytics State Performance Trends

## Asset Quality Trends

Iowa  
Banks  
September 30, 2022



— National Trend

\* All data points represent median values; NPAs = loans 90+ days P.D. + nonaccrual loans + restructured loans + OREO;  
Texas Ratio = NPAs as a percentage of tangible equity + loan loss reserve

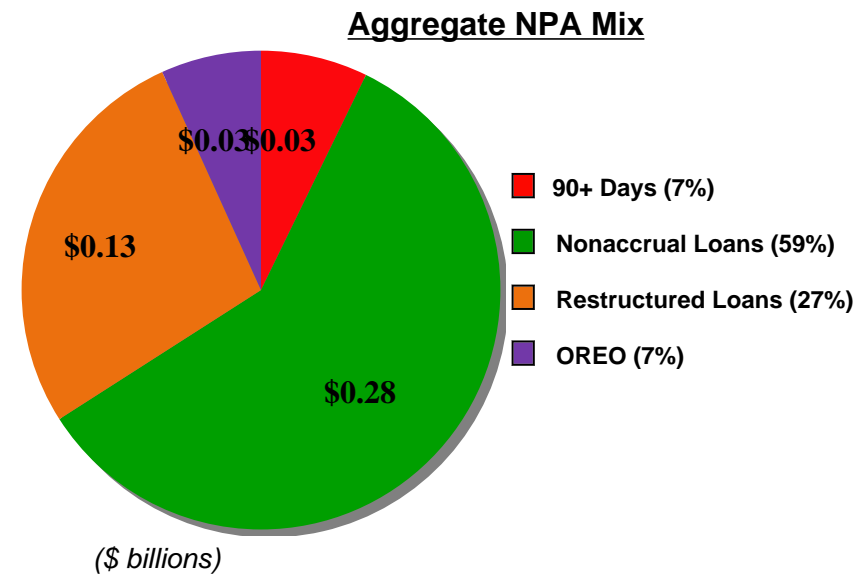
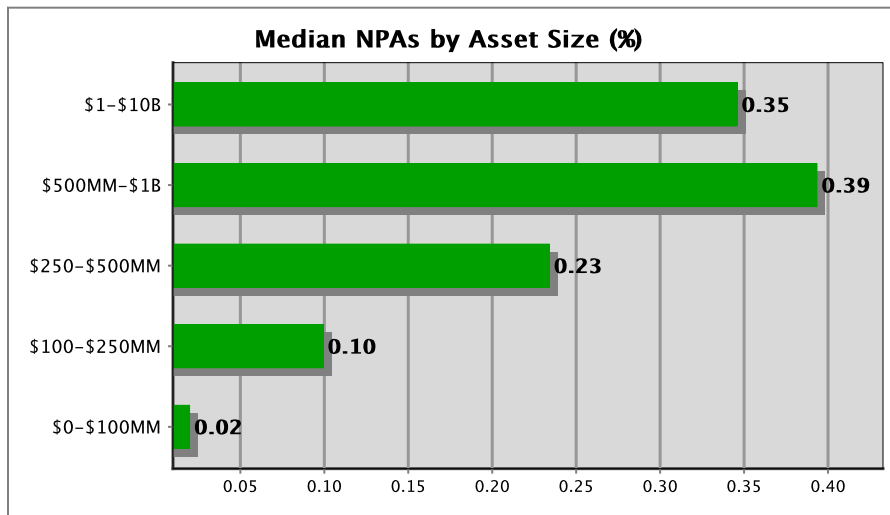
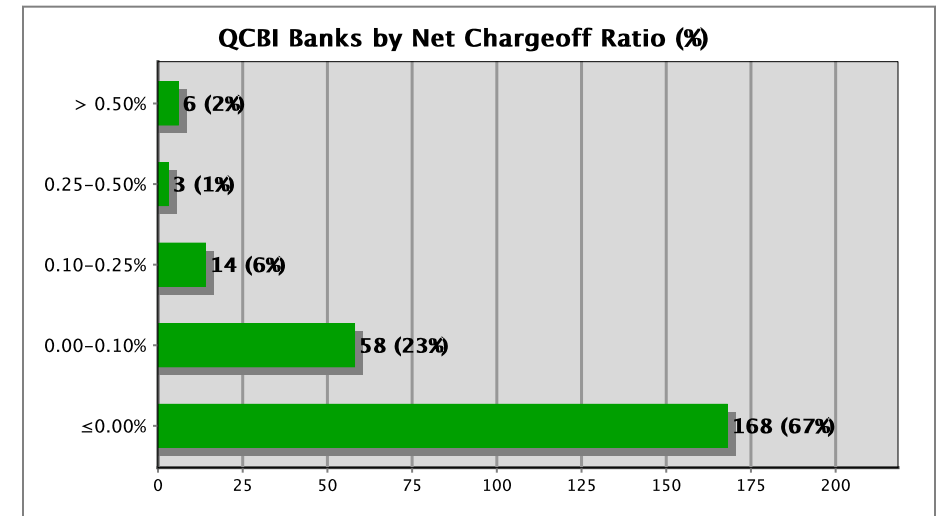
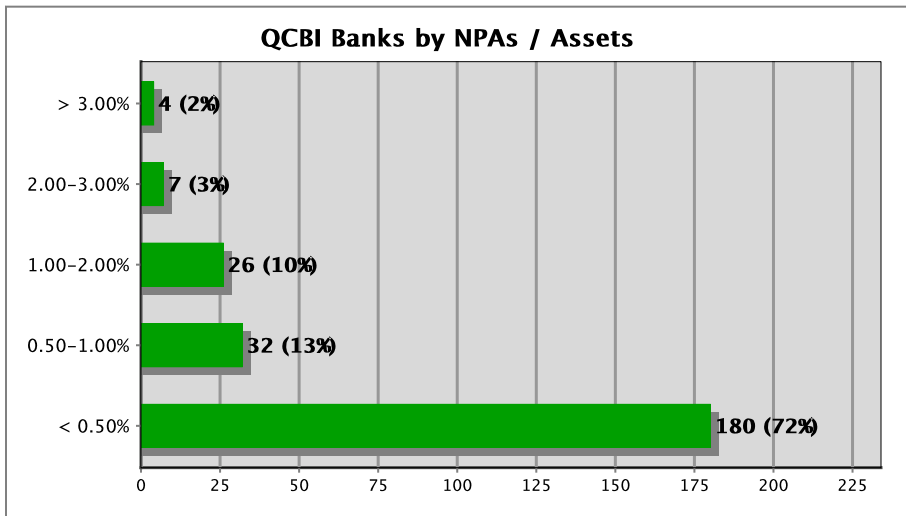


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# QwickAnalytics State Performance Trends

## Asset Quality Trends

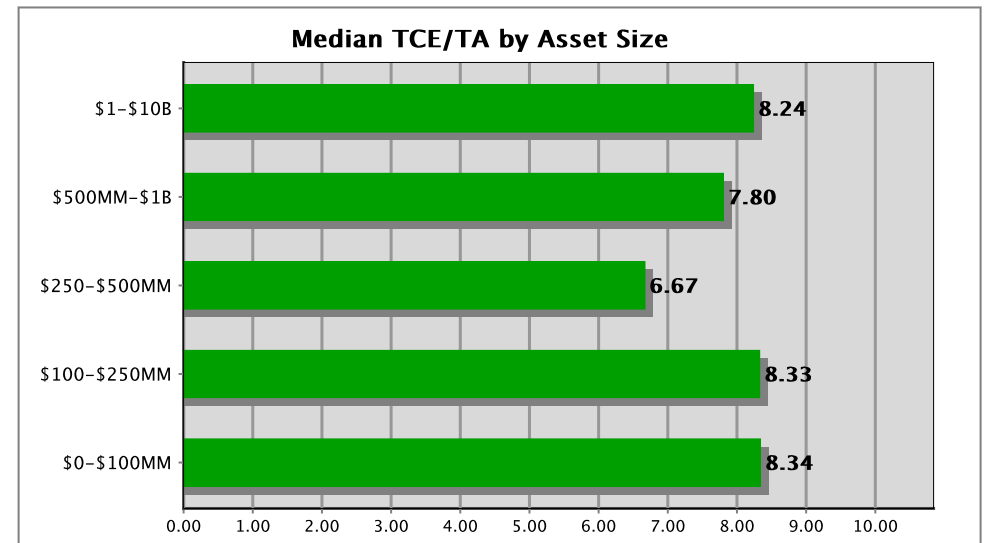
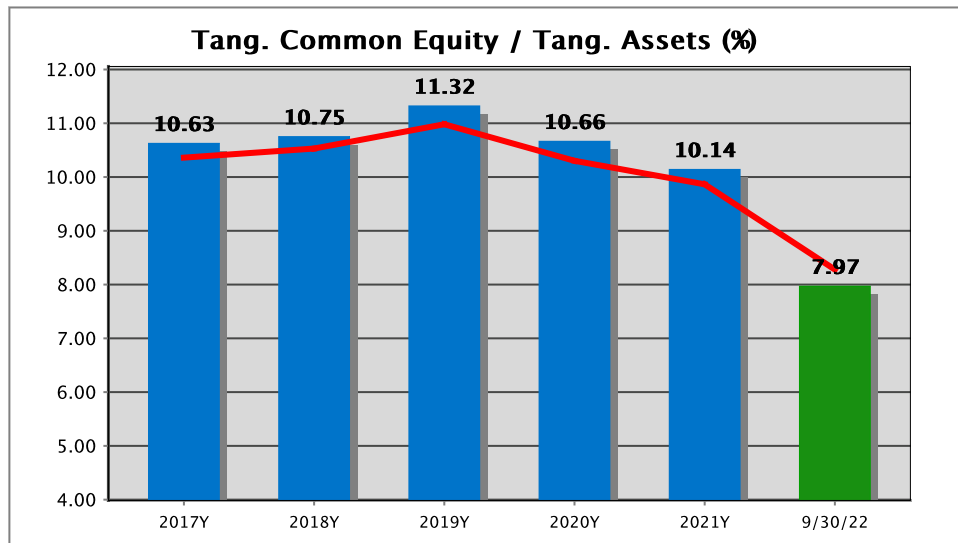
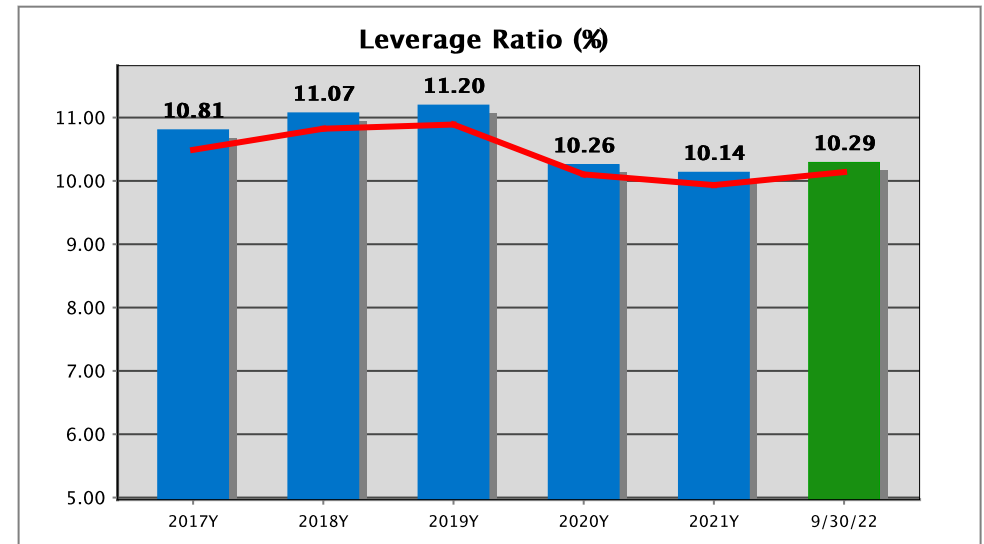
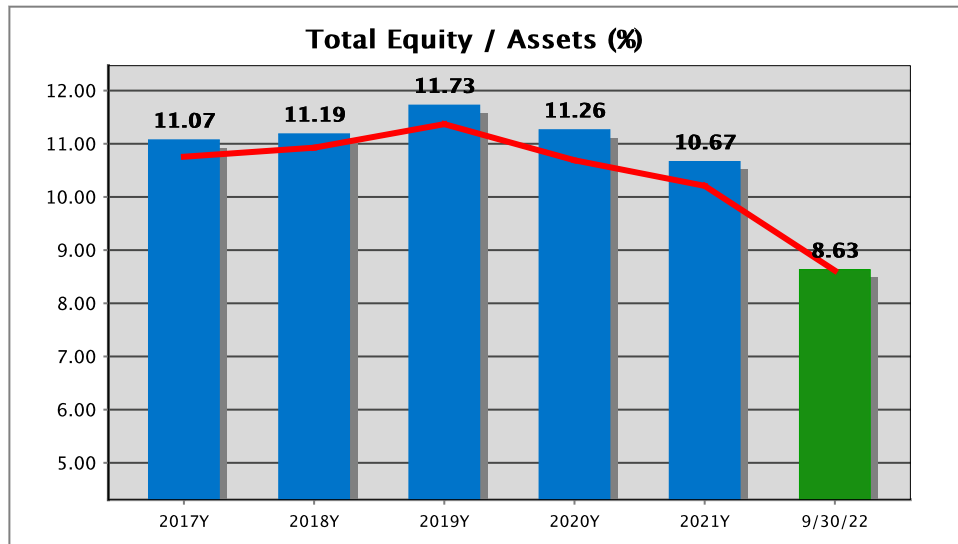
Iowa  
Banks  
September 30, 2022



# QwickAnalytics State Performance Trends

## Capital Trends

Iowa  
Banks  
September 30, 2022



— National Trend

Note: Trend charts contain median values

## QCBI HONOR ROLL: TOP PERFORMING BANKS



# Top 25 Fastest Growing QCBI Banks

## LTM Asset Growth

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	LTM Asset Growth	
				(%)	(\$000s)
1	White State Bank	South English, IA	\$90,301	86.9%	\$41,989
2	The Readlyn SB	Readlyn, IA	\$138,289	68.5%	\$56,207
3	Shelby County State Bank	Harlan, IA	\$539,348	62.3%	\$207,046
4	Guthrie County State Bank	Panora, IA	\$264,407	49.6%	\$87,631
5	Security SB	Gowrie, IA	\$198,012	37.2%	\$53,684
6	South Story B&T	Slater, IA	\$396,960	27.4%	\$85,351
7	Westside State Bank	Westside, IA	\$177,079	24.8%	\$35,184
8	Lincoln SB	Reinbeck, IA	\$1,758,328	22.5%	\$323,406
9	Hardin County SB	Eldora, IA	\$331,776	20.9%	\$57,352
10	State Bank Of Schaller	Schaller, IA	\$41,366	19.0%	\$6,595
11	Dysart State Bank	Dysart, IA	\$20,187	18.2%	\$3,111
12	CUSB Bank	Cresco, IA	\$657,237	18.2%	\$101,052
13	The Breda SB	Breda, IA	\$85,650	17.0%	\$12,469
14	Community Bank	Dunlap, IA	\$126,219	16.4%	\$17,799
15	Central State Bank	State Center, IA	\$427,964	16.3%	\$59,848
16	Twin Cedars Bank	Bussey, IA	\$56,959	16.0%	\$7,837
17	First Heritage Bank	Shenandoah, IA	\$59,924	15.4%	\$8,013
18	First State Bank	Lynnville, IA	\$306,804	14.4%	\$38,558
19	Wcf Financial Bank	Webster City, IA	\$154,903	14.2%	\$19,319
20	Heartland Bank	Somers, IA	\$224,014	14.2%	\$27,885
21	IA State B&TC	Fairfield, IA	\$189,982	14.2%	\$23,608
22	Midwest Heritage Bank, Fsb	West Des Moines, IA	\$411,410	14.2%	\$51,032
23	Peoples SB	Montezuma, IA	\$54,942	13.8%	\$6,668
24	IA Trust & SB	Emmetsburg, IA	\$446,725	13.5%	\$53,007
25	Liberty National Bank	Sioux City, IA	\$543,877	13.3%	\$63,903



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# Top 25 Fastest Growth QCBI Banks

## LTM Loan Growth

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	LTM Loan Growth	
				(%)	(\$000s)
1	The Readlyn SB	Readlyn, IA	\$138,289	74.3%	\$39,035
2	Shelby County State Bank	Harlan, IA	\$539,348	68.4%	\$138,124
3	White State Bank	South English, IA	\$90,301	64.5%	\$13,377
4	South Story B&T	Slater, IA	\$396,960	35.8%	\$93,436
5	Wcf Financial Bank	Webster City, IA	\$154,903	35.3%	\$29,369
6	Defiance State Bank	Defiance, IA	\$41,806	34.5%	\$6,977
7	Fairfax State SB	Fairfax, IA	\$236,561	33.2%	\$32,781
8	The State Bank	Spirit Lake, IA	\$79,865	32.1%	\$9,396
9	New Albin SB	New Albin, IA	\$302,373	30.5%	\$25,935
10	The Breda SB	Breda, IA	\$85,650	30.2%	\$10,664
11	Fidelity B&T	Dubuque, IA	\$1,718,482	28.7%	\$252,985
12	Waukon State Bank	Waukon, IA	\$385,049	26.1%	\$64,929
13	IA State Bank	Hull, IA	\$938,360	25.9%	\$130,229
14	State Bank Of Brooks	Corning, IA	\$23,033	25.5%	\$1,180
15	Dysart State Bank	Dysart, IA	\$20,187	24.9%	\$1,698
16	Raccoon Valley Bank	Perry, IA	\$400,561	24.7%	\$63,357
17	CUSB Bank	Cresco, IA	\$657,237	24.4%	\$95,223
18	Connection Bank	Fort Madison, IA	\$421,601	24.1%	\$70,800
19	Peoples SB	Wellsburg, IA	\$141,784	23.9%	\$19,628
20	Guthrie County State Bank	Panora, IA	\$264,407	23.9%	\$22,515
21	Kerndt Brothers SB	Lansing, IA	\$344,786	23.7%	\$45,071
22	Farmers Trust & SB	Buffalo Center, IA	\$315,895	23.4%	\$50,992
23	Twin Cedars Bank	Bussey, IA	\$56,959	22.8%	\$5,805
24	Central State Bank	State Center, IA	\$427,964	22.8%	\$61,763
25	Farmers State Bank	Northwood, IA	\$232,343	22.6%	\$24,024



QwickAnalytics™

# Top 25 QCBI Banks

## Net Interest Margin

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	Net Interest Margin
1	White State Bank	South English, IA	\$90,301	5.31%
2	Heartland Bank	Somers, IA	\$224,014	4.71%
3	Solon State Bank	Solon, IA	\$126,280	4.48%
4	Pinnacle Bank	Marshalltown, IA	\$258,061	4.35%
5	Fidelity Bank	West Des Moines, IA	\$74,451	4.24%
6	Home State Bank	Jefferson, IA	\$357,537	4.23%
7	First IA State Bank	Keosauqua, IA	\$150,855	4.21%
8	Malvern Bank	Malvern, IA	\$178,816	4.16%
9	Westside State Bank	Westside, IA	\$177,079	4.02%
10	Central Bank	Storm Lake, IA	\$1,876,682	4.01%
11	Bank	Wapello, IA	\$109,632	4.00%
12	Bank Plus	Estherville, IA	\$151,569	4.00%
13	State SB	West Des Moines, IA	\$182,962	3.99%
14	Security State Bank	Sutherland, IA	\$302,222	3.98%
15	Premier Bank	Rock Valley, IA	\$552,239	3.98%
16	County Bank	Sigourney, IA	\$217,964	3.98%
17	Farmers Trust And SB	Williamsburg, IA	\$172,007	3.98%
18	State SB	Creston, IA	\$157,661	3.94%
19	Lincoln SB	Reinbeck, IA	\$1,758,328	3.87%
20	Security State Bank	Algona, IA	\$137,138	3.87%
21	Cornerstone Bank	Clarinda, IA	\$45,955	3.85%
22	Peoples Bank	Rock Valley, IA	\$799,761	3.85%
23	Success Bank	Bloomfield, IA	\$251,147	3.84%
24	First State Bank	Nashua, IA	\$59,273	3.83%
25	American State Bank	Osceola, IA	\$289,493	3.83%

\* Most recent quarter (MRQ) net interest margin



QwickAnalytics™

# Top 25 QCBI Banks

## Noninterest Income

Iowa  
Banks

September 30, 2022

Bank Name	City, ST	Total Assets (\$000s)	Nonint. Income / Avg. Assets
1 Fidelity Bank	West Des Moines, IA	\$74,451	3.23%
2 Northwest B&TC	Davenport, IA	\$211,749	3.21%
3 Bank	Wapello, IA	\$109,632	2.99%
4 Cedar Rapids B&TC	Cedar Rapids, IA	\$2,094,693	2.73%
5 Midwest Heritage Bank, Fsb	West Des Moines, IA	\$411,410	2.64%
6 First State Bank	Webster City, IA	\$578,241	1.74%
7 Ts Bank	Treynor, IA	\$390,342	1.60%
8 Chelsea SB	Belle Plaine, IA	\$179,064	1.54%
9 The First National Bank In Creston	Creston, IA	\$433,987	1.50%
10 Dubuque B&TC	Dubuque, IA	\$2,125,643	1.46%
11 Lincoln SB	Reinbeck, IA	\$1,758,328	1.41%
12 The Security National Bank Of Sioux City, IA	Sioux City, IA	\$1,360,971	1.39%
13 Danville State SB	New London, IA	\$183,666	1.36%
14 Farmers & Merchants B&T	Burlington, IA	\$265,790	1.32%
15 IA State Bank	Des Moines, IA	\$472,451	1.29%
16 Leighton State Bank	Pella, IA	\$225,868	1.22%
17 Community State Bank	Spencer, IA	\$331,478	1.17%
18 City State Bank	Norwalk, IA	\$621,471	1.14%
19 Northwestern Bank	Orange City, IA	\$262,427	1.14%
20 Cbi B&T	Muscatine, IA	\$1,128,959	1.12%
21 Hiawatha B&TC	Hiawatha, IA	\$97,459	1.11%
22 State Central Bank	Bonaparte, IA	\$54,330	1.10%
23 Gnb Bank	Grundy Center, IA	\$622,427	1.09%
24 Two Rivers B&T	Burlington, IA	\$976,955	0.98%
25 Farmers SB	Marshalltown, IA	\$138,413	0.95%

\* Most recent quarter (MRQ) noninterest income as a percentage of average assets; excludes nonrecurring gains/losses



QwickAnalytics™

# Top 25 QCBI Banks Most Efficient

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	Efficiency Ratio (Core) (%)
1	Connection Bank	Fort Madison, IA	\$421,601	27.0%
2	Farmers Trust And SB	Williamsburg, IA	\$172,007	29.6%
3	Peoples SB	Montezuma, IA	\$54,942	31.4%
4	Security State Bank	Algona, IA	\$137,138	31.5%
5	Pocahontas State Bank	Pocahontas, IA	\$110,449	33.1%
6	New Albin SB	New Albin, IA	\$302,373	33.4%
7	CORYDON STATE BANK	Corydon, IA	\$107,702	33.7%
8	Chelsea SB	Belle Plaine, IA	\$179,064	34.7%
9	Farmers State Bank	Marion, IA	\$1,035,108	34.8%
10	Security State Bank	Sutherland, IA	\$302,222	35.7%
11	Pinnacle Bank	Marshalltown, IA	\$258,061	35.7%
12	Atkins Savings B&T	Atkins, IA	\$123,582	36.6%
13	Solon State Bank	Solon, IA	\$126,280	37.1%
14	Premier Bank	Rock Valley, IA	\$552,239	37.7%
15	First State Bank	Britt, IA	\$128,705	38.4%
16	Community State Bank	Spencer, IA	\$331,478	38.6%
17	State SB	Rake, IA	\$76,996	38.7%
18	The Readlyn SB	Readlyn, IA	\$138,289	39.0%
19	Bellevue State Bank	Bellevue, IA	\$154,755	39.1%
20	The Home Trust & SB	Osage, IA	\$267,062	40.1%
21	West Bank	West Des Moines, IA	\$3,515,811	40.7%
22	Northwestern Bank	Orange City, IA	\$262,427	42.0%
23	First Whitney B&T	Atlantic, IA	\$264,654	42.2%
24	Cedar Rapids B&TC	Cedar Rapids, IA	\$2,094,693	42.3%
25	United B&TC	Hampton, IA	\$204,587	42.3%

\* Most recent quarter (MRQ) noninterest expense as a percentage of net interest income+noninterest income;  
excludes nonrecurring gains/losses



QwickAnalytics™

# Top 25 QCBI Banks ROAA (C-Corps)

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	ROAA
1	Cedar Rapids B&TC	Cedar Rapids, IA	\$2,094,693	2.83%
2	Pinnacle Bank	Marshalltown, IA	\$258,061	2.25%
3	Security State Bank	Algona, IA	\$137,138	2.23%
4	Northwestern Bank	Orange City, IA	\$262,427	2.03%
5	The Breda SB	Breda, IA	\$85,650	1.75%
6	Atkins Savings B&T	Atkins, IA	\$123,582	1.73%
7	First State Bank	Nashua, IA	\$59,273	1.70%
8	Montezuma State Bank	Montezuma, IA	\$53,848	1.69%
9	White State Bank	South English, IA	\$90,301	1.59%
10	Rolling Hills B&T	Atlantic, IA	\$420,108	1.59%
11	First State Bank	Webster City, IA	\$578,241	1.58%
12	Hiawatha B&TC	Hiawatha, IA	\$97,459	1.55%
13	State SB	Rake, IA	\$76,996	1.52%
14	IA State Bank	Hull, IA	\$938,360	1.52%
15	West IA Bank	West Bend, IA	\$165,817	1.50%
16	The Security National Bank Of Sioux City, IA	Sioux City, IA	\$1,360,971	1.49%
17	First State Bank	Britt, IA	\$128,705	1.47%
18	Grinnell State Bank	Grinnell, IA	\$441,266	1.45%
19	West Bank	West Des Moines, IA	\$3,515,811	1.44%
20	Quad City B&TC	Bettendorf, IA	\$2,210,709	1.41%
21	Hills B&TC	Hills, IA	\$3,999,003	1.40%
22	WA State Bank	Washington, IA	\$522,137	1.38%
23	Farmers & Merchants State Bank	Winterset, IA	\$225,050	1.34%
24	Ohnward B&T	Cascade, IA	\$393,861	1.34%
25	Wayland State Bank	Mount Pleasant, IA	\$131,545	1.32%

\* Most recent quarter (MRQ) ROAA (stated) for C-Corp status institutions only



QwickAnalytics™

# Top 25 QCBI Banks ROAA (S-Corps)

Iowa  
Banks

September 30, 2022

Bank Name	City, ST	Total Assets (\$000s)	ROAA
1 Chelsea SB	Belle Plaine, IA	\$179,064	2.70%
2 Connection Bank	Fort Madison, IA	\$421,601	2.56%
3 Bank	Wapello, IA	\$109,632	2.49%
4 Solon State Bank	Solon, IA	\$126,280	2.44%
5 Security State Bank	Sutherland, IA	\$302,222	2.41%
6 Premier Bank	Rock Valley, IA	\$552,239	2.40%
7 Farmers Trust And SB	Williamsburg, IA	\$172,007	2.36%
8 Farmers State Bank	Marion, IA	\$1,035,108	2.25%
9 Community State Bank	Spencer, IA	\$331,478	2.21%
10 Bellevue State Bank	Bellevue, IA	\$154,755	2.13%
11 Heartland Bank	Somers, IA	\$224,014	2.08%
12 Northwest B&TC	Davenport, IA	\$211,749	1.98%
13 First IA State Bank	Albia, IA	\$183,758	1.98%
14 Farmers Trust & SB	Buffalo Center, IA	\$315,895	1.95%
15 State SB	Creston, IA	\$157,661	1.91%
16 Audubon State Bank	Audubon, IA	\$139,962	1.89%
17 IA State Bank	Sac City, IA	\$173,236	1.88%
18 Green Belt B&T	Iowa Falls, IA	\$627,901	1.86%
19 The Readlyn SB	Readlyn, IA	\$138,289	1.85%
20 Cedar Valley B&T	La Porte City, IA	\$108,620	1.84%
21 Success Bank	Bloomfield, IA	\$251,147	1.84%
22 Primebank	Le Mars, IA	\$610,855	1.82%
23 American Bank	Le Mars, IA	\$420,205	1.81%
24 SB	Primghar, IA	\$260,048	1.81%
25 Peoples Bank	Rock Valley, IA	\$799,761	1.80%

\* Most recent quarter (MRQ) ROAA (stated) for S-Corp status institutions only



QwickAnalytics™

# Top 25 QCBI Banks ROAE (C-Corps)

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	ROAE
1	The Breda SB	Breda, IA	\$85,650	38.22%
2	White State Bank	South English, IA	\$90,301	24.63%
3	Peoples SB	Indianola, IA	\$488,107	24.59%
4	Dubuque B&TC	Dubuque, IA	\$2,125,643	24.50%
5	State B&T Co.	Nevada, IA	\$212,952	22.76%
6	Cedar Rapids B&TC	Cedar Rapids, IA	\$2,094,693	22.54%
7	Atkins Savings B&T	Atkins, IA	\$123,582	22.03%
8	Grinnell State Bank	Grinnell, IA	\$441,266	20.63%
9	The Exchange State Bank	Springville, IA	\$52,539	20.32%
10	WA State Bank	Washington, IA	\$522,137	19.39%
11	IA State Bank	Algona, IA	\$420,491	19.26%
12	United B&T Co.	Marshalltown, IA	\$126,972	18.85%
13	Boone B&T Co.	Boone, IA	\$169,051	18.78%
14	Peoples Trust And SB	Riverside, IA	\$36,643	17.89%
15	Peoples SB	Wellsburg, IA	\$141,784	17.30%
16	IA State Bank	Hull, IA	\$938,360	17.21%
17	Hiawatha B&TC	Hiawatha, IA	\$97,459	17.15%
18	The Security National Bank Of Sioux City, IA	Sioux City, IA	\$1,360,971	17.10%
19	Farmers & Merchants State Bank	Winterset, IA	\$225,050	17.04%
20	Bank Midwest	Spirit Lake, IA	\$1,224,220	17.01%
21	Citizens SB	Spillville, IA	\$130,259	16.58%
22	Pinnacle Bank	Marshalltown, IA	\$258,061	16.39%
23	First State Bank	Nashua, IA	\$59,273	16.34%
24	West Bank	West Des Moines, IA	\$3,515,811	16.08%
25	Northwestern Bank	Orange City, IA	\$262,427	15.92%

\* Most recent quarter (MRQ) ROAE (stated) for C-Corp status institutions only



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# Top 25 QCBI Banks ROAE (S-Corps)

Iowa  
Banks

September 30, 2022

	Bank Name	City, ST	Total Assets (\$000s)	ROAE
1	Citizens State Bank	Monticello, IA	\$474,258	100.04%
2	Sloan State Bank	Sloan, IA	\$67,211	64.88%
3	Farmers Savings B&T	Traer, IA	\$226,331	48.36%
4	Community State Bank	Spencer, IA	\$331,478	47.95%
5	Chelsea SB	Belle Plaine, IA	\$179,064	37.23%
6	Citizens Bank	Sac City, IA	\$67,129	34.68%
7	First IA State Bank	Albia, IA	\$183,758	32.79%
8	IA Trust And SB	Centerville, IA	\$239,688	30.65%
9	Citizens SB	Anamosa, IA	\$164,543	29.76%
10	Crawford County Trust And SB	Denison, IA	\$267,894	28.08%
11	American State Bank	Osceola, IA	\$289,493	27.55%
12	Cedar Valley B&T	La Porte City, IA	\$108,620	24.57%
13	Commercial SB	Carroll, IA	\$258,240	24.37%
14	Palo SB	Palo, IA	\$44,640	23.66%
15	Connection Bank	Fort Madison, IA	\$421,601	23.56%
16	First Whitney B&T	Atlantic, IA	\$264,654	23.37%
17	IA SB	Carroll, IA	\$262,930	22.73%
18	Security State Bank	Sutherland, IA	\$302,222	22.61%
19	Green Belt B&T	Iowa Falls, IA	\$627,901	22.20%
20	Clear Lake B&TC	Clear Lake, IA	\$536,168	21.98%
21	Nsb Bank	Mason City, IA	\$436,508	21.67%
22	Heartland Bank	Somers, IA	\$224,014	21.67%
23	Bank 1st	West Union, IA	\$162,113	21.19%
24	Bank IA	West Des Moines, IA	\$1,846,329	21.19%
25	Westside State Bank	Westside, IA	\$177,079	20.83%

\* Most recent quarter (MRQ) ROAE (stated) for S-Corp status institutions only



QwickAnalytics™

# QwickAnalytics State Performance Trends

Iowa  
Banks

September 30, 2022

The **QwickAnalytics State Performance Trends** report presents a summary of key trends of "true" community banks - based on the QwickAnalytics Community Bank Index (QCBI) <sup>TM</sup> - for comparisons that are meaningful and relevant. The QCBI excludes FDIC-insured institutions that do not fit the characteristics of a community bank, based on the following call report-derived rules:

Disqualifying Rule	Banks Excluded:	
	National	Iowa
Assets > \$10 Billion	158	0
Specialty Bank (Bankers Bank, ILC, Trust, Foreign Parent)	125	1
Large Institutional Branches (>\$2 billion deposits/branch)	45	1
Underloaned (<10% Loans / Assets)	120	2
Consumer Focus (>50% Consumer Loans or Leases / Assets)	27	0
No Material Real Estate Lending (<1% Assets)	130	2
Wholesale Funded (<40% Core Deposits / Deposits)	82	3
Overcapitalized (Total Equity / Assets > 50%)	86	2
Time Deposits = 100% of Total Deposits	24	1
Manually Excluded Banks	0	0

*\* Exclusions are not "additive" as some institutions meet multiple criteria for exclusion*



QwickAnalytics<sup>TM</sup>

QwickAnalytics on-line, cloud-based tools are designed specifically for community bankers to:

- (1) conduct a variety of **financial performance research**, from value-added graphs and tables of their own financial performance to several customizable **peer benchmarking reports**, and
- (2) satisfy several regulatory requirements, including **credit stress testing**.

The reports are **professional and polished**, but also **quick, easy and affordable**, and have received rave reviews from clients.

## Regulatory and Compliance

- Credit Stress Test
- Basel III Capital Planning
- Reg F Snapshot



## Bank & Peer Performance

- Bank Performance Report Card
- PeerWatch Trends
- PeerWatch
- Liquidity Risk Report
- Reg F Snapshot

Find out more or sign up at [www.qwickanalytics.com](http://www.qwickanalytics.com).

