

SECOND QUARTER

2022

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LANDMARKS ILLINOIS PARTNERS WITH BANTERRA TO OFFER SOUTHERN ILLINOIS PRESERVATION GRANT



Bonnie McDonald - Landmarks Illinois President & CEO speaks at the announcement in downtown Marion, Illinois.

Landmarks Illinois, in partnership with Banterra, has launched a new grant program focused on preserving historic places in Southern Illinois. The Landmarks Illinois - Banterra Bank Preserve Southern Illinois Grant Program will provide monetary assistance to preserve or rehabilitate historic structures in downtowns and other commercial corridors of Southern Illinois to support economic development.

The grant program provides a minimum of \$20,000 in grant funding for two years to historic preservation projects in the region. This is the first grant program Landmarks Illinois has targeted to

a specific Illinois economic development region. It is also Landmark Illinois' first grant program offered to private building owners, developers and for-profit business owners.

The announcement was made at a community event on April 26th hosted by the City of Marion, Illinois. Representatives at the event included Landmarks Illinois President & CEO Bonnie McDonald, Banterra Bank President & CEO Jeff May and Marion Mayor Mike Absher. Local business owner Jeff Mayer, who owns and plans to rehabilitate the historic Goodall Building in Marion, also joined the announcement.

"As a lender with small business expertise, we know that when it comes to renovating historic structures for business use, financing the unexpected can be challenging," said May. "This grant will help with some of those costs and offer credibility to a development project that may assist with further grants. We are excited to see how this will grow and support Southern Illinois."

Additional grant program information

Banterra Bank will provide \$10,000 in annual grant funding for two years for the new grant program, with an option to renew the partnership with Landmarks Illinois after two years.

Commercial property owners, nonprofit organizations or governmental bodies working on a historic preservation project in or near a commercial corridor in Southern Illinois are encouraged to apply for grant funding through the Landmarks Illinois - Banterra Bank Preserve Southern Illinois Grant Program.

Grants will be awarded on a matching basis and range from \$500 to \$2,500, each based on project need. Grants are distributed twice a year. The first grant application deadline is July 15th. Visit www.landmarks.org to read detailed grant guidelines and to submit an application.



LANDMARKS ILLINOIS

APPLICATION DETAILS

- To apply for this grant, go to Landmarks.org.
- Annual deadlines are January 15th and July 15th.
- Landmarks Illinois is responsible for reviewing and determining the recipients. Recipients will be notified by Landmarks Illinois, typically four weeks after deadline.
- Recipients agree to be promoted by Landmarks Illinois and Banterra Bank as an award recipient of this grant, including a check presentation photo. Promotion may include websites, social media, newsletters and press releases.

APPLICATION PREPARATION

Applicants will fill out a brief application and should be prepared to answer the following key questions:

Describe how your building/structure will be used for economic development.

Describe the history of your building and any historical significance.

Describe the preservation need for this building, including renovations and any potential threats.

WELCOME GARY DILLARD TO BANTERRA BANK



Banterra is pleased to announce Gary Dillard has joined Banterra's Executive Management team as Executive Vice President, Chief Financial Officer. Banterra's current Chief Financial Officer, Barbara ("Barbie") McKenzie, who has been employed at Banterra for nearly 40 years, will now serve as Executive Vice President, Chief Financial Officer- Transition Executive.

"Bringing Gary Dillard on board is a key step for Banterra's continued growth plan," said Jeff May, President and CEO of Banterra. "We've experienced substantial growth, with year-over-year increases including a 12% jump in assets in 2021, finishing the year at \$2.6 billion. We needed a smart transition strategy for Barbie McKenzie's future retirement, and the combination of both Gary and Barbie leading our financial needs was the right move for Banterra."

Dillard most recently served as Tax Managing Director at KPMG in St. Louis. KPMG is a global organization of independent professional service firms providing audit, tax and advisory services and one of the Big Four accounting organizations. Dillard was employed at KPMG for more than eleven years; prior to this, he was employed by BKD LLP in St. Louis and Kemper CPA Group in Harrisburg.

Dillard, a native and resident of Stonefort, Illinois, attended both Southern Illinois University-Carbondale (SIU) and Southeastern Illinois College (SIC). He received his Associate in Science degree at SIC with a double major in Accounting and Finance; his Bachelor of Science degree at SIU with a double major in Accounting and Finance, and his Master of Accountancy degree at SIU with concentration in Taxation. Additionally, Dillard is a Certified Public Accountant (CPA), licensed in both Illinois and Missouri. He is a member of the American Institute of Certified Public Accountants and the Missouri Society of Certified Public Accountants.

Barbara McKenzie, an Illinois-licensed CPA, joined Banterra in the early 1980s, at a time that the bank had just over \$200 million in total assets and only three locations (Ridgway, West Frankfort and Vienna). She majored in Accounting, receiving her Bachelor of Science degree at University of Evansville and her Master of Business Administrative degree at Southern Illinois University-Edwardsville. McKenzie will remain at Banterra in her new role until her planned retirement at the end of 2023.

HELPING SMALL BUSINESSES GROW AS AN SBA PREFERRED LENDER

Banterra strongly supports small businesses within our communities with specialized lending options including small business lending. As a preferred lender of Small Business Administration (SBA) Loans, we can help business owners and entrepreneurs overcome the barriers of getting their business off the ground or expanding to serve more customers.

SBA designates Preferred Lender Program (PLP) status to certain lenders that meet stringent requirements and with this status, SBA delegates its approval authority to Banterra. For banks without this designation, SBA application packages must be sent to an SBA processing center for approval which can add weeks to the loan process.

If you'd like to learn more about small business lending, you can make an appointment online at Banterra.bank with one of our business lending experts or give us a call.



Benefits To Our SBA Loans Include:

- Loans are not collateral based
- Lower payments to help improve cash flow
- Lower down payments
- No balloon payments
(a large payment due at the end of your loan term)
- Longer term and amortization options
- Credit on reasonable terms when it may not otherwise be available
- Competitive interest rate - fixed or variable
- Flexible terms and conditions
- Loan can be projection based

SBA Loan Application Prep Questions:

- Why do you need the money?
- How much money do you need?
- How long will it take you to pay it back?
- What are your current financials for your business and what are your projections for next three years?
- When do you need the money?

SPOTLIGHT BUSINESS

Hannan Supply Co.



Hannan Supply Co. is a trusted wholesale electrical distributor servicing customers throughout Kentucky, Missouri, Tennessee, Illinois, and Indiana. Hannan Supply provides electrical parts and equipment to engineers, electricians, and industrial companies as well as services such as warehousing and electrical training, all designed to help businesses thrive. We spoke with Bruce Brockenborough, President and owner of Hannan Supply Co., about working with Banterra and how it's led to more growth for the company.

When and where did your business start?

Hannan Supply Co. started in 1968 in Paducah, Kentucky.

What was the inspiration or motivation to start the business?

My father was an electrical consulting engineer and saw a need for quality products and services. As it was an existing wholesale business, my father purchased the business and decided to take it in a more industrial-based direction.

Please describe your business.

Hannan Supply Co. is a wholesale electrical distributor who works directly with reputable, leading manufacturers to provide quality products and services to customers throughout Kentucky, Missouri, Tennessee, Illinois, and Indiana.



How has your company grown since the beginning?

While we have seen a lot of growth over the years, we've recently experienced a renaissance in the industry the last few years creating even more growth for us. We've been able to move into new markets as well as getting into markets that didn't exist before.



Bruce Brockenborough
President & Owner



What are the goals for your business?

Stay relevant. Stay competitive. Stay durable.

We are always looking at how we can grow the parts and services we offer and evolve our business to stay relevant through generations.

What successes or awards has your company had?

Our business is hyper personal and our success comes from the reputation we have locally. When our customers tell us they appreciate us or we can solve a problem for them, that's when we know we have succeeded.

Do you have a favorite quote or motto that you live by?

Problems are just opportunities.

During the pandemic and dealing with supply chain issues we have been able to work with our customers and in most cases do it better than our competitors.

How has Banterra helped your business to become more successful?

We moved from a national bank to Banterra and have enjoyed the personal service we receive, especially being able to call and speak to a real person who can assist us whenever needed. Banterra has been a tremendous key in allowing us to grow by believing in our vision for the company and by providing access to capital for inventory. Hannan Supply utilizes Cash Management, ACH, Wires, Remote Deposit and a Loan Sweep through Treasury Management.

To learn more about Treasury Management services at Banterra and how this has helped businesses like Hannan Supply Co. call 866-226-8377 ext. 38404 to speak with Lindsay McGuire, ext. 38406 to speak with Kristen Lewis, ext. 40005 to speak with Tina Spears (Indiana) or email TreasuryManagement@Banterra.com.



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HOW TO SPOT A SCAM

Knowing these frequently used scams will
help you from becoming a victim:



CAR WRAPPING

Scammer asks you to wire money to a car wrap company, and the check they send you back bounces.



SECRET SHOPPER

Scammer 'employs' you as a secret shopper and asks that you send them a portion of your funds.



ROMANCE SCAM

Scammer creates a fake online identity to gain your trust and ask for your private information.



COMPUTER TAKE-OVER

Scammer persuades you to give them remote access to your computer, where they can then access your private information.

Stay Alert

- The bank will never call to ask for your banking information or to access your online banking.
- The bank will never send a text message to you regarding your debit card transactions.
- Never give your online banking credentials or your debit card/PIN number to anyone... ever!