



# FIRST STATE BANK



## ANNUAL REPORT

---

# 2023

# A WORD FROM MANAGEMENT

A major theme for 2023 was positioning First State Bank for continued growth, along with continued excellence in customer service. We made significant strides in management succession by onboarding experienced staff with a history of strong performance. Facilities were expanded to support Information Technology, Human Resources, and Regulatory Compliance departments. And last, but certainly not least, we broke ground on our new building in Forney! As we look forward to 2024, we will continue to focus on making the investments required to be the best bank in every market we serve. It is a great time to be a Texan, and we are grateful for each of our customer relationships, many of which extend to the third, fourth, or even fifth generation!

**Michael Neill**  
Chief Executive Officer

We are proud to complete another year of profitable growth and expansion. Although 2023 presented the banking world with significant interest rate increases, our team saw it as an opportunity to further promote the “customer first” way of doing business. With loyal customers, committed employees, and community-minded leadership, we believe 2024 will be another rewarding year. Thank you for your support as we journey forward.

**Steve Moore**  
President

## LEADERSHIP TEAM



# COMPANY PROFILE

First State Bank was established in 1935 as Farmers and Merchants State Bank. Our focus on maintaining personal relationships and commitment to local communities is one reason we have been serving some of the same customers and their families for 89 years. We currently have two branch locations in Athens, as well as locations in Corsicana, Mabank, Malakoff, Gun Barrel City, and Forney. With more than \$720 million in assets, our employees are key members in all of the communities we serve. And despite this phenomenal growth, the commitment to customer service remains the same. At First State Bank our mission is to build mutually beneficial customer relationships by being the bank and employer of choice in the communities we serve. When you walk in the door of any First State Bank location, our friendly staff will be there to help with all your banking needs.

## BOARD OF DIRECTORS

Jeff Austin, Jr.  
Jane Chapman  
Nedra Hooser  
Jeff Austin, III

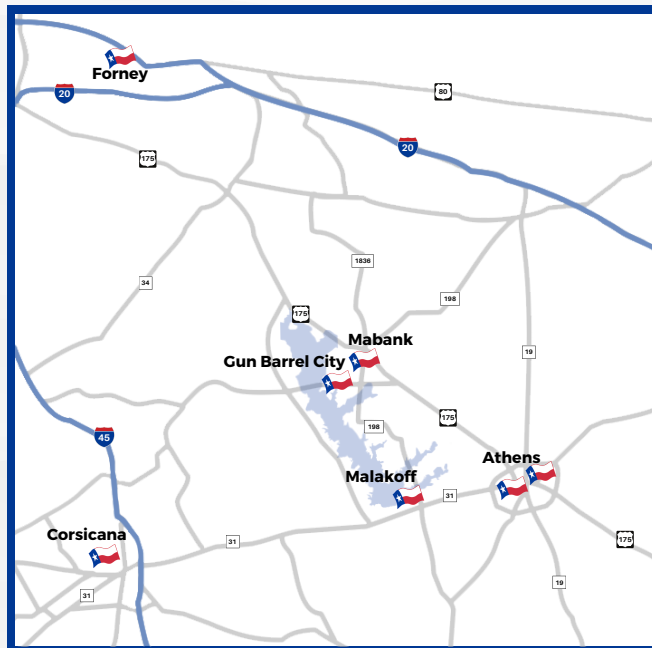
Michael Neill  
Nikki Hooser  
Brent Hooser  
Steve Moore

Jess Laird  
Lisa Kocian  
Kenneth McGee  
Andrea Pickens

Dan Dwelle\*  
Jerry Stone\*  
Cathy Jezek\*  
Lee Tackett\*

*\*Advisory*

## BANKING LOCATIONS



### ATHENS

130 E. Corsicana St.  
1114 E. Tyler St.

### MALAKOFF

200 W. Royall Blvd.

### CORSICANA

1600 W. 2nd Ave.

### MABANK

201 S. Third St.

### GUN BARREL CITY

118 W. Main St.

### FORNEY

119 S. FM 548

903-676-1900

[WWW.BANKFSB.COM](http://WWW.BANKFSB.COM)

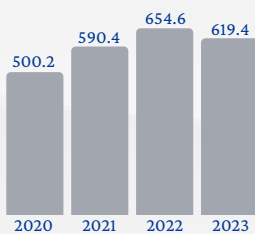
# 2023 HIGHLIGHTS

Customer Calls Answered	New Accounts Opened	Total Deposits
<b>181,925</b>	<b>3,440</b>	<b>\$619.4M</b>
\$ Loans Originated	Loans Processed	Teller Transactions
<b>\$150.5M</b>	<b>1,712</b>	<b>517,073</b>
Charitable Giving	Number of Employees	Progressive Years of Employment
<b>\$103.2K</b>	<b>124</b>	<b>1,093</b>

## FINANCIAL REVIEW

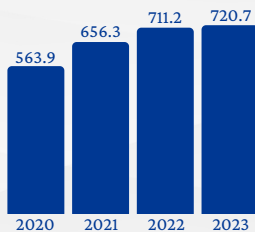
### TOTAL DEPOSITS

(in millions)



### TOTAL ASSETS

(in millions)



### TOTAL LOANS

(in millions)



### ASSETS

	2022	2023
Cash and balances due from banks	43,589	44,127
Securities	213,236	179,387
Net loans	427,120	468,472
Other assets	27,341	28,752
<b>TOTAL ASSETS</b>	<b>711,286</b>	<b>720,738</b>

### LIABILITIES AND STOCKHOLDERS' EQUITY

Non-interest bearing deposits	269,734	236,351
Interest bearing deposits	384,884	383,133
<b>TOTAL DEPOSITS</b>	<b>654,618</b>	<b>619,484</b>
Other liabilities	5,861	42,073
Stockholders' equity	50,807	59,181
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<b>711,286</b>	<b>720,738</b>

(in thousands)