



*Another holiday has come and gone and the memory of 2016 is replaced by the hope and promise of the New Year ahead.*

*As we begin the New Year, count on us for the advice and assistance you need to reach your personal financial goals in the times ahead.*

*All of us at Pilot Grove Savings Bank wish you and your family a safe, prosperous and healthy 2017.*

## Look For the Good

In the New Year, let's resolve to get less stressed, upset, anxious about things over which we have no control. Let's have a narrower focus on our lives, loving and helping our family and friends, making our community a better place to live, to create peace and contentment.

In the New Year, let's resolve to pay less attention to depressing stories on TV, in magazines and newspapers, and to stop focusing on what we want that we haven't got, instead of appreciating the many blessings we do have.

In the New Year, let's look for the good. We may have to search through a mass of negative media, but the good is there, all around us.

I wish for you a New Year filled with good, engulfed in serenity and happiness!

*By Joanna Fuchs*

## SPRING DINNER

The Heritage Club Spring catered luncheon will begin at 11:30 on Tuesday April 11 at the West Point Legion.

Our fully-catered menu will include roast beef, mashed potatoes and gravy, veggie, roll, dessert and beverage.



## 2017 ACTIVITY DAYS

All Activity Days will take place in  
Donnellson at the Community Room.

Bingo and Cards will be played from 9:00-11:00 a.m.  
Lunch will be served after along with drinks  
and dessert.

January- no activity day  
February- no activity day  
Tuesday, March 7, 2017  
April- no activity day  
Tuesday, May 9, 2017  
June- no activity day  
Tuesday, July 11, 2017  
Tuesday, August 8, 2017  
Tuesday, September 12, 2017  
Tuesday, October 10, 2017  
Wednesday, November 8, 2017  
December- no activity day

### Holiday Closings for 2017

**Monday, February 20, 2017-CLOSED**  
*Presidents Day*

**Monday, May 29, 2017-CLOSED**  
*Memorial Day*

**Tuesday, July 4, 2017-CLOSED**  
*Fourth of July*

**Monday, September 4, 2017-CLOSED**  
*Labor Day*

**Saturday, November 11, 2017-TBD**  
*Veterans Day*

**Thursday, November 23, 2017-CLOSED**  
*Thanksgiving Day*

**Monday, December 25, 2017-CLOSED**  
*Christmas Day*

**Monday, January 1, 2018-CLOSED**  
*New Years Day*

# **Pilot Grove Savings Bank**

## **INVESTMENT SERVICES**

*With Brian K. Jones & Jordan M. Sathoff,  
Financial Advisors*

### **Rising Interest Rates & Fixed Income Products**

Since the 10 year treasury hit a low in July at 1.36% rates have been on an upward trajectory, gaining over 1% percent and exceeding 2.5%. This rapid increase in rates effects investors who hold fixed income securities. Typically longer maturing securities have a higher sensitivity to rate changes and feel the most pain in this rising rate environment, while bonds with shorter maturities experience less volatility during a changing rate environment. One strategy to consider, to help lessen fixed income volatility, is the use of floating-rate or step-up products. These floating rate products are tied to a benchmark that rises with interest rates.

Recently, some guaranteed annuities have adopted the use of floating rates in order to make their products more attractive during periods of rising interest rates. They offer dual benefits by incorporating a minimum interest rate on the policy in conjunction with a floating rate component that helps policyholders benefit when rates rise. Guaranteed annuities are subject to the claims-paying ability of the issuer. Every annuity contract is different; please consult with our Financial Advisors to discuss if these products would be suitable and beneficial for your investment needs.

No one knows for sure if we are destined for rates to continue to climb higher, but the Federal Open Market Committee met in December and announced that they expect to raise Fed Funds rates three times in 2017. Take the time to make sure your investments are properly aligned to handle the possibility of rising interest rates – speak to one of our advisors today. Our team is happy to review your current holdings and offer strategies that can help you position your assets for a rising interest rate environment.

**Contact Brian K. Jones & Jordan M. Sathoff, Financial Advisors for Pilot Grove Investment Services, at Pilot Grove Savings Bank in Mt. Pleasant, Iowa. Call 319-385-3822 or 888-385-2265 (toll free).**

Securities offered through IBA Securities, a division of Broker Dealer Financial Services Corp., Member FINRA & SIPC. Advisory services offered through Investment Advisors Corp., an SEC registered investment adviser. Pilot Grove Investment Services, Broker Dealer Financial Services Corp and Pilot Grove Savings Bank are not affiliated entities. Products sold are Not FDIC insured, No bank guarantee, are not a deposit, are not insured by any federal government agency, and may lose value.

### **Building a CD Ladder**

Building a CD ladder gives the investor the advantages of both short and longer duration CDs. Shorter duration CDs provide more liquidity and frequent access to your money, while longer duration CDs usually provide better rates of return. The CD ladder combines access to a portion of your investment with the benefit of better rates from longer term CDs.

For example, you have \$30,000 you would like to invest in CDs. You would divide the money into three equal parts (\$10,000) and open three CDs with ascending 12 mo. terms. This will provide access to a portion of your funds every 12 mo. as CDs mature, and give you the benefit of increased earnings power from the 24 and 36 mo. CD rates. Your earnings are directly related to the length of your CD ladder, the longer the duration, the more you will earn.

Over the 12 mo. period your CD will grow based on its stated rate. At the end of the term you can either take the money if needed, or you can keep your ladder going by renewing your CD. Longer terms generally pay higher returns, so it would benefit you to keep your ladder going by renewing into the longest term at the current stated rate (in our example 3 year CD). You will repeat this process as your two and three year CDs term.

Once all your original CDs have termed and been renewed your ladder is on cruise control. The CDs in our example will continue to renew into 3 year CDs at current rates. One CD will mature each year for as long as you would like to keep your ladder strategy going. The investor will benefit from getting the longer term rate, while still having access to a portion of their investment annually.

Contact your local Pilot Grove Savings Bank Branch for more information regarding interest rates, terms and any other questions you may have.

FDIC insured. Penalties for early withdrawal. Fees may reduce earnings.

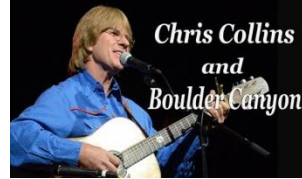


BENNY ANDERSSON & BJÖRN ULVÆLUS'  
**MAMMA MIA!**  
THE SMASH HIT MUSICAL BASED ON THE SONGS OF ABBA®

**Sunday, February 26, 2017**  
**Hancher Auditorium in Iowa City, IA**  
**Showtime 1:00 pm**

MAMMA MIA! is the ultimate feel-good show that has audiences coming back again and again. Now it's your turn to have the time of your life at this smash-hit musical that combines ABBA's great hits—including "Dancing Queen," "S.O.S.," "Super Trouper," "Take A Chance on Me," and "The Winner Takes It All"—with an enchanting tale of love, laughter, and friendship.

*A Tribute to John Denver*



**Thursday, April 6, 2017**  
**Circa' 21 Dinner Playhouse in**  
**Rock Island, IL**  
**Showtime 2:00 pm**

Chris Collins brings amazing energy to the stage as an award-winning singer, songwriter and entertainer. The band has been playing to much acclaim from audiences in theaters from coast to coast, including breaking a theater record for the largest audience ever to attend an event. Collins and Boulder Canyon are not an impersonation act, but seek to honor John Denver's legacy with fresh energy and musical integrity.



**Saturday, April 8, 2017**  
**Paramount Theater, Cedar Rapids IA**  
**Showtime 2:00 pm**

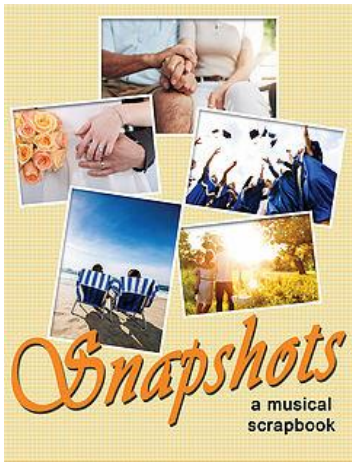
From a couple of witches to some boys from Jersey, Follies will bring on one Broadway showstopper after another with all of the Follies pizzazz you know and love. For 36 years Follies has been entertaining all ages, near and far, showcasing some of the finest talent in the corridor. Our 2017 show carries on that tradition of excellence with a little something for everyone and is not to be missed!

**THE BEATLES**



**Wednesday, May 17, 2017**  
**Putnam Theater, Davenport IA**  
**All Day Adventure**

There are few musicians in recent history who have influenced pop culture and the music industry as much as The Beatles did. This collection of Beatles artifacts, the most comprehensive collection ever displayed under one roof, takes visitors on a highly interactive journey through the history of one of the world's most beloved musical groups, from the band's genesis to its final days and beyond.



**Wednesday, June 21, 2017**  
**Circa' 21 in Rock Island, IL**  
**Showtime 2:00 pm**

This romantic comedy blends some of the best-loved music from composer Stephen Schwartz's Broadway shows. You'll meet Sue and Dan, a couple who, after 20 years of marriage, have drifted apart. Together they discover a box of photographs which leads them to relive the memories of their past selves captured in the snapshots. Featuring fresh lyrics and orchestrations, our couple discovers the humorous twists of how love united them and why life has pushed them apart.



**NATIONAL  
MISSISSIPPI RIVER  
MUSEUM  
& AQUARIUM**

**Wednesday, July 19, 2017**  
**National Mississippi River Museum & Aquarium Dubuque, IA**  
**All Day adventure**

Come with us and enjoy learning more about life in the Mississippi River. The Mission of the Dubuque County Historical Society [and its National Mississippi River Museum & Aquarium] is to explore life of Dubuque, the Mississippi River, and the Rivers of America and their global connections and to research, interpret, educate and promote the conservation of their historical and natural environment. This trip will include lunch and lots of excitement!



**Wednesday, October 4, 2017**  
**Maples Repertory Theatre in Macon, MO**  
**Showtime 2:00 pm**

"Quilters" is a musical celebrating the struggles and triumphs of seven American pioneer women. Each woman stitches the stories that they want to remember into the quilt squares that will communicate to generations yet to be. It's a beautiful, funny, moving tribute to frontier life.

### **ADDITIONAL TRIP INFORMATION**

All customers signed up to go on trips will receive an envelope in the mail about a month before we travel. The envelope will have an itinerary for the day, a list of other travelers, as well as an emergency contact form and return envelope. You can put your full payment in the envelope along with emergency contact form and return as soon as possible.

Lauren Steffensmeier will be leaving on Maternity Leave mid January through March. For any questions or concerns regarding Heritage Club feel free to call Hanna Kieler in Pilot Grove at 319-469-3951.

# What to expect with Heritage Club

**2017**

**January 2017**

*No Events or Activity Days  
scheduled*

**February 26, 2017**

*Mamma Mia- Hancher in Iowa City*

**March 7, 2017**

*Activity day*

**April 6, 2017**

*John Denver at Circa' 21*

**April 8, 2017**

*The Follies at The Paramount*

**April 11, 2017**

*Spring Dinner at West Point  
Legion*

**May 9, 2017**

*Activity Day*

**May 17, 2017**

*Beatles Exhibit in Davenport Iowa*

**June 6 and June 8, 2017**

*Ice Cream Socials*

**June 21, 2017**

*Snapshots at Circa' 21*

**July 11, 2017**

*Activity Day*

**July 19, 2017**

*National Mississippi River  
Museum & Aquarium in Dubuque  
Iowa*

**August 8, 2017**

*Activity Day*

**September 12, 2017**

*Activity Day*

**October 4, 2017**

*Quilters the Musical in Macon MO*

**October 10, 2017**

*Activity Day*

**November 8, 2017**

*Activity Day*

**November 14, 2017**

*Packwood Dinner*

**December 5, 2017**

*Mt Pleasant Holiday Dinner at the  
FCOC in Mt Pleasant*

**December 2017**

*Holiday Show to be determined*