

Itasca Bank & Trust Co.--A Thriving Community Bank!
By Jim Mensching, President

As the president of Itasca Bank & Trust Co., I am out in the communities we serve a great deal. One question I am often asked is if it is getting harder for us to compete as a small independent bank. My response is always an emphatic “no!” It is actually getting easier. Bank failures during the last recession, consolidation of the banking industry and the fact that very few new banks have started over the last ten years have significantly reduced the number of banks. The larger banks have gotten bigger and there are fewer smaller banks like Itasca Bank & Trust Co. We have a strong client base, a solid capital position, and most importantly, a talented and experienced group of bankers who are very good at understanding our clients’ goals and maintain strong long-term relationships.

Itasca Bank & Trust Co. has a soft spot for small to medium businesses. We are almost a mirror-image of our clients—closely-held, entrepreneurial and multi-generational owner-operated. Throughout the years we have guided these businesses through the good times as well as the more challenging times. We have built long-term relationships and a loyal customer base.

Each of our small business clients has its own unique relationship with Itasca Bank & Trust Co. We thought you might like to read a little bit about one of those businesses—Cristaux International. That’s why we have inserted a copy of our most recent newsletter with this issue of the Elk Grove Business Journal. You may be able to relate to some of their issues and the reasons why they bank with Itasca Bank & Trust Co. After you read their unique story, you may want to check the back page of the newsletter for a list of the Bank’s commercial lenders and give one of them a call.

Our commercial banking team has the knowledge and skills to provide unique solutions for our clients. As a result, we are working with a lot of new clients and continue to aggressively seek new lending opportunities. The type of customer we seek values a relationship, wants to be recognized when they visit one of our locations and needs their bank to consider their needs on an individual basis.

Our methods of operating have evolved, but our values have not changed. We are still a local bank serving our customers and our communities. We are still small enough to know our customers and can meet with them personally on a regular basis. Our technology offerings are very competitive with larger bank offerings and our customers appreciate those services.

If the newsletter is missing from your copy of this newspaper, check the Bank’s website *itascabank.com* to read a digital version.

Itasca Bank & Trust Co., founded in 1948, is a privately-held, full-service community bank with locations in Itasca and Roselle with assets of \$495 million. The President is James R. Mensching. The Bank Directors include: Jack Mensching, Chairman, Jim Mensching, Cal Koeppel, Richard Soukup, Scott Metzler, Dr. Roy Scheck, Robin VanCastle and Don Sofolo.