

Date: 1/4/2023

Source: Write the CEO

From: Eric Schmutz <ESchmutz@sbsu.com>

Sent: Wednesday, January 4, 2023 3:06 PM

To: connieboyle4@aol.com

Subject: Write the CEO

Dear Connie,

Thank you for your email and thoughtful suggestions. I also appreciate your business as a State Bank customer! Currently we don't have anything in place for "gifting" funds for business customers. However, as we strategize for 2023 our management team will consider your ideas for perhaps a grant or scholarship directed toward women owned businesses. It is also interesting that you mention a slogan. We are just now completing a rebranding campaign and will be rolling it out to the public this month. We will focus on our sense of community and the value community banks like us add to the success of small business. I see you are in the St. George area, with perhaps ties to Long Valley as well. We have some excellent small business loan officers near you. While we do have many, may I suggest Levi Judd as a starting point for your request? He can be reached at ljudd@sbsu.com.

Again, thank you for writing and for your ideas!

Eric J. Schmutz
President & CEO

Hello Eric, I think it is really wonderful that a person can write to the President and CEO of a bank. That is really showing the customer that our opinions matter. Thank you for that ! I have some ideas that I would like to see made possible for State Bank of Southern Utah. The 1st idea is : Start a new program encouraging women owned business entrepreneurs and start them out with a gift of \$10,000 from State Bank of Southern Utah. Start with 5 recipients. (I want to be one of them) then the following year have many submissions of applicants that SBSU is helping promote and grow women owned business that will be a gesture of good will and honoring women's talents. Idea # 2 State Bank of Southern Utah does NOT have a slogan. You need a slogan. Here it is. "THE POWER OF COMMUNITY" "You are part of that through our heritage, our determination in business and personal financial goals. We can grow a better future together. " These ideas came out of the hardest and most difficult time of my life. Opposition in all things. Which is what I am going through now. These ideas were inspired. I needed to get a loan. I am a woman owned business and at this time cannot prove income to get a loan. The other reason is I would like to see much more growth in the number of branches in Southern Utah. Utah is growing in the Southern part of the state in every small to large town. Utah is becoming the mecca for families and business in the West. I feel your bank can be one step ahead in building a greater sense of community with your bank. Kindest regards, Connie Boyle

