

# 2008 Annual Report



Dear Shareholder:

The publishing of this year's annual report is hopefully our last step in closing the books on 2008. What started out to be a very good year was ruined with a stroke of a pen, when Fannie Mae and Freddie Mac were placed into conservatorship by our government. While we are happy to put this year behind us, we also realize that the banking and financial crises continues and many challenges remain.

During 2008 the total assets of the company grew from \$324.5 million to \$354.8 million for a growth rate of 9.33%. Securities decreased from \$111.0 million to \$101.2 million, largely due to the write-off of the Fannie and Freddie preferred stock. The good news is that loans grew solidly from \$168.1 million to 192.8 million, or 14.69%. The shift in assets from securities to loans will enhance our net interest margin and decrease our interest rate risk as we move forward.

The bank also experienced excellent deposit growth of 14.38%, going from \$221.1 million to \$252.9 million. Core deposits consisting of checking, savings, money markets and CD's less than \$100,000, increased from \$149.4 million to \$164.2 million. This represents growth of \$14.8 million, or 9.90%. A significant portion of our deposit growth can be attributed to our newest branch in Galesburg, which completed the year with deposits of \$16.3 million.

Stockholders equity increased from \$25.8 million to \$28.3 million, or from \$25.65 per share to \$28.17 per share. This includes \$7.2 million of capital from the Treasury's Capital Purchase Program. Excluding this capital the book price per share was \$21.01 as of year-end.

Net interest income increased year over year from \$7,001,657 to \$7,654,369. Our net interest margin decreased slightly, going from 2.94% to 2.92%. Margins were hurt by our large Fed Funds Sold position during the 4th quarter. This was a strategic decision made to strengthen the liquidity of the bank.

Non-interest income, excluding losses on securities increased from \$2,766,254 to \$2,961,834, or 7.07%. Service charges on deposit accounts increased by \$71,011, going from \$768,700 to \$839,711 and Porter Insurance had another excellent year with income of \$338,334, which was a 13.0% increase over last year.

Non-interest expense increased from \$6,730,701 to \$7,306,707, or 8.55%. Salaries and benefits increased by \$269,781, or 6.30%. The majority of the increases in non-interest expenses can be attributed to the opening of our Seminary Street Branch last March.

The company posted a net loss of \$4,666,714, or (\$4.64) per share, for 2008, compared to income of \$2,264,499, or \$2.25 per share, for 2007. The loss on sale of securities was \$10,100,282, which was primarily our Fannie and Freddie preferred stock.

The bank had net charge-offs on loans during the year of \$1,706,345 and made contributions to the loan loss reserve account of \$1,490,110. As of year-end our balance in the reserve account was \$1,778,449, or .91% of loans. The vast majority of these losses can be attributed to two real estate development loans that were purchased from other banks.

We have yet to identify any specific large loan losses for 2009. However, the weak economy will continue to increase credit risk, which will likely result in further losses. Our current plan is to contribute \$100,000 per month into the loan loss reserve and complete a detailed analysis of our loan portfolio every quarter.

The bank began this year with a "Business As Usual" marketing campaign to address the potential concerns about the bank and the industry in general. We can tell you without hesitation that this is not false advertising. Our growth in deposits and loans demonstrates that the bank enjoys a strong reputation in the communities we serve and that our staff is working hard to achieve our goals.

We remain focused on our core business and have completed detailed action plans for 2009. Included in those plans are the strengthening of both liquidity and capital. The bank continues to meet the highest tests for capital and liquidity required by regulators, but in today's environment we feel it is prudent to go beyond those levels.

We will open our newest branch at North 6<sup>th</sup> in Monmouth on April 6<sup>th</sup> and hope that it fills the needs of present and future customers who work and/or shop in this area. We are excited to have another location, which includes a drive-up facility, at the busiest intersection in Monmouth. In addition, we are also exploring the relocation of our Aledo Branch, which caught fire in January.

As stated earlier, 2009 looks to be a year of many challenges. We are trying to position ourselves to be flexible enough to deal effectively with both the opportunities and challenges we will confront. Thanks to your support and the effort of our directors and excellent staff we are expecting a profitable year.

Sincerely,

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Augustin S. Hart III President Western Illinois Bancshares, Inc.

Christopher J. Gavin President & CEO Midwest Bank of Western Illinois

#### Western Illinois Bancshares, Inc. and Subsidiary Consolidated Balance Sheets December 31, 2008 and 2007

ASSETS		<u>2008</u>		<u>2007</u>				
Cash and due from banks Federal funds sold Total cash equivalents	\$	9,655,538 10,950,000 20,605,538	\$	6,858,176 2,425,000 9,283,176				
Securities available-for-sale Restricted stock, at cost Loans, net of allowance for loan losses of \$1,778,449 and \$1,991,321, respectively Premises and equipment, net Goodwill Other intangible assets Cash surrender value of bank owned life insurance Accrued interest receivable Deferred tax asset Other assets		20,803,538 101,197,013 2,327,280 192,789,546 7,410,961 13,088,442 262,861 7,894,456 3,073,427 4,558,729 1,665,745		9,283,176 111,038,736 2,327,280 168,150,692 6,469,335 13,088,442 413,065 7,428,445 3,916,908 1,199,616 1,201,327				
TOTAL ASSETS	\$	354,873,998	\$	324,517,022				
LIABILITIES AND STOCKHOLDERS' EQUITY								
LIABILITIES Deposits: Noninterest-bearing Interest-bearing Total deposits	\$	16,705,892 236,230,787 252,936,679	\$	17,829,261 203,276,445 221,105,706				
Securities sold under agreements to repurchase Subordinated debentures Other borrowings Accrued interest payable Other liabilities Total liabilities		36,473,555 9,279,000 25,654,845 777,868 1,448,889 326,570,836		47,040,966 9,279,000 18,674,706 986,998 1,655,862 298,743,238				
<ul> <li>STOCKHOLDERS' EQUITY</li> <li>Preferred stock, 10,000,000 shares without par authorized:</li> <li>Series A, 6,855 shares issued and outstanding at December 31, 2008; none at December 31, 2007</li> <li>Series B, 343 shares issued and outstanding at December 31, 2008; none at December 31, 2007</li> <li>Common stock, \$1 par value, 10,000,000 shares authorized; 1,004,720 shares issued and outstanding</li> <li>Additional paid-in capital</li> <li>Retained earnings</li> <li>Accumulated other comprehensive income (loss)</li> <li>Total stockholders' equity</li> </ul>		6,855,000 343,000 1,004,720 22,608,480 (2,876,631) <u>368,593</u> 28,303,162		- 1,004,720 22,608,480 2,886,623 (726,039) 25,773,784				
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$	354,873,998	\$	324,517,022				

### Western Illinois Bancshares, Inc. and Subsidiary Consolidated Statements of Operations Years Ended December 31, 2008 and 2007

	2008	<u>2007</u>
INTEREST AND DIVIDEND INCOME	<b>* * * * * * * * * *</b>	<b>•</b> • • • • • • • • • • • • • • • • • •
Loans, including fees	\$ 12,729,625	\$ 12,844,389
Securities available-for-sale	5,261,624	5,650,611
Federal funds sold and other Restricted stock	83,777	70,137
	57,800	95,189
Total interest and dividend income	18,132,826	18,660,326
INTEREST EXPENSE		
Deposits	7,284,160	7,451,010
Federal funds purchased and securities sold		
under agreements to repurchase	1,682,738	2,681,498
Subordinated debentures	548,897	550,401
Other borrowings	962,662	975,760
Total interest expense	10,478,457	11,658,669
Net interest income	7,654,369	7,001,657
PROVISION FOR LOAN LOSSES	1,490,100	75,000
Net interest income after provision for loan losses	6,164,269	6,926,657
Net interest moorne alter provision for foar fosses	0,104,200	0,520,057
NONINTEREST INCOME		
Service charges on deposit accounts and other fees	917,030	903,252
Commissions	1,103,714	1,008,488
Trust fees	295,307	274,903
Net loss on sale of securities	(10,100,282)	(7,116)
Net gain on sale of other real estate	-	5,751
Other	645,783	573,860
Total noninterest income	(7,138,448)	2,759,138
NONINTEREST EXPENSE		
Salaries and employee benefits	4,519,267	4,249,486
Net occupancy expenses	584,564	467,557
Equipment expenses	551,639	539,796
Professional fees	288,551	248,075
Marketing expenses	160,192	123,546
Amortization of intangibles	150,204	150,204
Other	1,052,290	952,037
Total noninterest expense	7,306,707	6,730,701
Income (loss) before income taxes	(8,280,886)	2,955,094
INCOME TAX EXPENSE (BENEFIT)	(3,614,172)	690,595
NET INCOME (LOSS)	<u>\$ (4,666,714)</u>	<u>\$ 2,264,499</u>

#### Board of Directors for Western Illinois Bancshares, Inc.

Augustin S. Hart III, President Raymond E. Defenbaugh, Vice President Christopher J. Gavin, Secretary and Treasurer C. Dean Hennenfent Dr. John Dooley Mark J. Sexton Robert C. Fick Robert A. Riley Scott T. Champion

#### Board of Directors for Midwest Bank of Western Illinois

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C. Dean Hennenfent, Agri-Business
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Michael G. Luna, Owner/Operator of McDonalds
Raymond E. Defenbaugh, Agri-Business
Robert A. Riley, Vice President Kleine Equipment, Inc.
Robert E. Meling, Realtor/Monmouth Farm and Home Realty
Dr. Stephen A. Johnson, Dentist

#### **Bank Officers**

Chris Gavin, President and CEO Les Allen, Exec VP and CCO Matt Gillen, Senior VP Lending Terri Hippen, VP Retail Banking and HR Aaron Jensen, VP Chief Financial Officer Brad Ray, VP Lending Lance Oetting, VP Commercial Lending Rex Johnson, VP Lending Greg Davis, VP Commercial Lending Marcy Anderson, VP Information Systems Lori Austin, AVP Branch Manager Kevin Murk, AVP Consumer Lending; Security Officer Kathy Cavanaugh, AVP Mortgage Lending Cynthia Gillen, AVP Retail Banking Debbie Anderson, AVP Retail Banking; BSA Officer Jackie Burnett, Internal Auditor; Compliance Officer Jackie Flater AVP Electronic Banking Karna Foster, PR Marketing Officer Cindy Helvick, AVP Branch Manager Faye Eckhardt, AVP Branch Manager Amanda Campbell, AVP Comptroller Dina Chick, Bookkeeping Manager Dan Ashton, Trust Administration Officer Adam Carlson, Trust Operations Officer Nancy Berry, Mortgage Loan Officer Laurie Bodeen, Human Resources Officer Laurie Perez, Assistant Branch Manager Linda Reaves, Personal Banking Officer Ann McCreight, Executive Secretary

		Employees	
Ashley Lamb Ashley Shonk Becky Moore Bonny Munse Carolyn Albe Cassie Griffin Charmaine Sl Christy Flynr Christy Shelte Connie Frake Crystal Brent David Wines David Gawth Debbie Von K Diana Macke Donna Olson Elisha Lewis Gene Bratche Gladys Caldy	kwiler on rt ninn n on s ise rop Kannon y	Employees Janet Thomas Jennifer Carlson Jodi Chandler Jolene Davidson Judi Cox Judy Smith Judy Zielkie Kayla Winbigler Kim McKeown Kristen Brownlee LaJune Ricketts Lisa Ryner Lisa Thompson Luke Geer Marge Winebright Marnie Damewood Mary Dysert Mary Schisler Mary Walker	Nita Cross Ondria Moulden Paula Elliott Paula Sims Pennie Ringle Rachel Earp Rhonda Laake Robin Peel Shannon Martinez Stefanie Boock Stephenie Gambetta Tammy Edwards Ted Munson Teresa Inness Teresa Schell Theresia Pettett Tiffany Watkins Tonya Defenbaugh Tracy Brown
Heather Nels Janet Current	on	Molly Jones	Violet Fleming

#### Porter Insurance Agency, Inc.

Porter Insurance Agency, Inc is a subsidiary of the Midwest Bank of Western Illinois

Kent Porter, President Alana Links Charles Lindsey Chris Hunt , VP Operations Debbie King Sharon Lopeman



## **Bank Locations**

## **Midwest Bank of Western Illinois**

200 East Broadway Monmouth, IL 61462 309-734-2265 Toll Free 888-309-2265

106 South Kirk Kirkwood, IL 61447 309-768-2600

Sixth and Schuyler Street Oquawka, IL 61469 309-867-2441

612 West Main Street and 2558 North Seminary Street Galesburg, IL 61401 309-341-2274

104 Southeast 3rd Avenue Aledo, IL 61231 309-582-5365

1120 North 6th Street Monmouth, IL 61462 309-734-7979

1150 North 6th Street Suite A Monmouth, IL 61462 309-734-6679

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