

St. Louis Treasurer's Office

Proposal submitted by:
Busey Bank
900 Olive Street
Saint Louis, MO 63101

Michael Green
Private Client Manager
Wealth Management
(314) 579-6444

Brian Hintz
Cash Management Executive
Commercial Banking
(314) 579-6422

Tom Reeves
Market Chairman
(314) 579-5104

Submitted for approval: November 19, 2018



Ms. Connie Johnson – Finance Director
City of St. Louis Treasurer’s Office
1200 Market Street, Room 220
St. Louis, MO 63103

***Busey Bank** appreciates the opportunity to further enhance our relationship with the **City of St. Louis Treasurer’s Office**. This presentation contains recommendations and responses that we feel will meet the needs and requirements delivered in the Request for Proposal received September 26, 2018.*

***Busey Bank** will provide tailored depository services and Cash Management solutions that will allow the **Treasurer’s Office** to operate more efficiently while saving time and money. The following pages describe the bank account structure and recommended services to meet these goals. Pricing for potential, applicable account activities will also be listed.*

***Michael Green** and **Brian Hintz** will team up to manage the banking relationship for the **Treasurer’s Office**. There is also a full support staff that can answer quick questions with regard to any of the account and Cash Management services we’ll propose.*

*All funds held on deposit by the **City Treasurer** with **Busey** will be secured in accordance with Missouri state statutes regarding public deposits and/or insured by the FDIC up to \$250,000.*

*We are grateful for the opportunity to bid for your banking business and look forward to working more closely with the **Treasurer’s Office** in the future.*

Sincerely,

*Brian D. Hintz
Senior Vice President
Cash Management Executive*



Financial Institution Qualifications:

Our Bank

As of June 30, 2018, First Busey Corporation (NASDAQ: BUSE) was a \$7.8 billion financial holding company headquartered in Champaign, Illinois. Busey Bank, the wholly-owned bank subsidiary, with total assets of \$7.8 billion as of June 30, 2018, is headquartered in Champaign, Illinois and has forty-four banking centers serving Illinois, thirteen banking centers in the St. Louis, Missouri metropolitan area, five banking centers serving southwest Florida and a banking center in Indianapolis, Indiana. Trevett Capital Partners, a wealth management division of Busey Bank, provides asset management, investment and fiduciary services to high net worth clients in southwest Florida. The wealth management professionals of Trevett Capital Partners can be reached through trevettpartners.com.

Busey Bank was named among Forbes' 2018 Best-In-State Banks—one of five in Illinois and 124 from across the country, equaling 2.2% of all banks, recognized solely by customers. Best-In-State Banks are awarded for exceptional customer experiences as determined by a survey sample of 25,000+ people across the U.S. who rated banks on trust, terms and conditions, branch services, digital services and financial advice.

Busey Bank owns a retail payment processing subsidiary, FirsTech, Inc., which processes approximately 28 million transactions per year using online bill payment, lockbox processing and walk-in payments at its 4,000 agent locations in 43 states. More information about FirsTech, Inc. can be found at firsttechpayments.com.

Busey Wealth Management is a wholly-owned subsidiary of First Busey Corporation. Through Busey Trust Company, Busey Wealth Management provides asset management, investment and fiduciary services to individuals, businesses and foundations. As of June 30, 2018, Busey Wealth Management's assets under care were approximately \$7.0 billion.

For more information about us, visit www.busey.com.

Our most recent annual report and 10-Q financial filings are included in the **Appendix** to this proposal.

Your Bank Associates

Michael Green, Vice President, Private Client Manager

As Private Client Manager, Michael is dedicated to providing his clients an elite level of service designed around their unique needs. By serving as his clients' single point of contact, he delivers seamless coordination of their goals, greatly reducing the complexities of their financial life. With a strong background in Commercial Banking, Michael brings knowledge to client's financing and deposit needs, from looking for capital to expand their business, financing a significant purchase or investment to wanting streamlined account balance access, needing a line of credit and treasury management. michael.green@busey.com (314) 579-6444

Brian Hintz, Senior Vice President, Cash Management Executive

Brian will serve as the **Treasurer's** point of contact for all deposit and Cash Management related activities. With 25 years of experience in Commercial Banking and Treasury Management, all in the St. Louis metropolitan area, Brian possesses an expertise in assisting public entities to create efficiencies in managing cash flow. brian.hintz@busey.com (314) 579-6422



Section 1: Customer Service

Busey (“The Bank”) understands and agrees to all General Proposal Requirements set forth by the **Treasurer’s Office** in its Request for Proposal (“RFP”). **The Bank** can and will meet all requirements as described in detail below.

- i. **Michael Green** and **Brian Hintz** will share responsibilities to respond to operational, pricing, and technical questions related to this RFP. Their contact information appears in the bio section above.
- ii. **Michael Green** is assigned as the primary **Relationship Manager** for the **Treasurer’s Office**. His bio and contact information appears above.
- iii. Of Busey’s \$4.32 Billion in core deposits, approximately \$470.5 Million are Public deposits. That’s about 10.89%.
- iv. A list of local market Public entity references is included in the Appendix to this proposal. **Michael Green** and **Brian Hintz** have a **combined 50+ years of banking experience**. In all of those years serving the borrowing, depository and treasury management needs of public entities both large and small.
- v. Busey Bank is a wholly owned subsidiary of First Busey Corporation. The corporate structure is described in the narrative above.
- vi. There are no third-party processors that will service the **Treasurer’s Office** as it pertains to the requested services in this RFP.

Section 2: General Account Services

- A. **Busey** would be please to provide qualifying banking services for both the **Parking Division Account** and the **Payroll Account**. We have a thorough understanding of the needs associated with each account and can accommodate those needs with utmost quality and care.
- B. Busey understands and commits to mailing the bank statements to STLTO by the 5th business day after month end. STLTO will have electronic access to statements and listings of checks paid on the first business day following month end.
 - i. A list and map of all local Busey locations can be found in the **Appendix** to this proposal.
 - ii. The same list and map will show all Busey ATM locations sorted by proximity to the STLTO.
 - iii. All Bank Contacts will be located in the St. Louis market. The only exception will be our Cash Management implementation team located at the Busey corporate HQ in Champaign, IL.
 - iv. Sample bank, analysis, collateral and reconciliation statements can be found in the **Appendix** to this proposal.
 - v. Cutoff times for various activities are as follows:
 1. Same-day branch deposits: at branch closure (generally 5pm)
 2. Remote Deposits: 4:00pm
 3. ACH File origination: 4:00pm



4. Wire Transfers (same day): 4:00pm
5. Online transfers: n/a
- vi. A fee schedule for banking services can be found in the **Appendix** to this proposal.
- vii. The Funds Availability Policy can be found in the **Appendix** to this proposal.
- viii. The Bank's Earnings Credit Rate is loosely tied to the 91-day Treasury Rate. It is not the intention of Busey to propose an account that uses Earnings Credit to offset fees.
- ix. Busey will offer an interest-bearing checking account to serve as the primary Operating account for both Payroll and/or Parking. The rate can be fixed at 2.00% or we can index it at 80% of Fed Funds (2.25%): $2.25 * 0.8 = 1.80\%$. If a variable rate is chosen, we can commit to a floor rate of 0.50% for the term of the contract.
- x. A schedule of applicable fees will be found in the Appendix to this proposal.
- xi. Stop payments may be placed through our Online Portal- Business Access, or via phone call to the bank. With Positive Pay, a list of stop payments may be uploaded and checks will reject as they are presented.
- xii. Check and ACH Positive Pay are highly recommended services to protect accounts from unauthorized withdrawals.
- xiii. Deposited items can be re-deposited a second time when returned for insufficient funds. This protocol would be up to the client to determine how these checks should be handled.

Section 3: Retail Lockbox

Busey has a well-established lockbox processing facility in Creve Coeur with a PO Box location in downtown St. Louis. Busey can provide a data file with any information that can be captured from the checks and remittances.

- i. The downtown PO Box mail is picked up in the 6am hour.
- ii. The completion time of daily work is very dependent upon volume. We can commit to a completion time with more information on volume.
- iii. All images related to lockbox can be viewed securely online.
- iv. Lockbox exceptions may include: remittance-only, amounts on checks and remittance do not match, post-dated checks, checks with qualifying endorsements (e.g. paid-in-full), etc. These are handled by forwarding to the Treasurers Office for review and processing. We will work closely with the Treasurer's Office to create a secure method of direct data transmission upon acceptance of this proposal.

Section 4: Mobile/Online Banking Functionality

Busey offers the STLTO our highly-acclaimed Online Banking and Mobil platform, Business Access. The single sign-on platform provides access to:

- Real-time balance and transaction information
- special reports for reconciliation purposes
- stop payment origination
- Positive Pay



- ACH module
- Wire transfer module
- Electronic bank statement

The mobile app further provides flexible access to all the same features as well as the ability to make secondary approvals for wires and ACH files while on-the-go.

- Screen shots can be found in the **Appendix** to this proposal
- Business Access has full filtering capabilities to inquire about specific transactions as far back as 24 months
- ACH transactions are posted first thing in the morning. Wire transfers post as they are presented- in real-time. Checks generally clear the account among the last transactions of the day.
- Administrative users can designate secondary users to perform functions such as initiating ACH and wires, placing stop payments and event doing simple check inquiries.
- Company Administrators are maintained by the Bank. Any changes to Admin Users must be originated by a signer on the Cash Management Resolution. Changes to secondary users are performed by the Administrative Users.
- The Business Access platform is compatible with every common web browser. It works particularly well on latest versions of Internet Explorer.

Section 5: Automated Clearing House (ACH)

Busey will facilitate the ACH origination needs of the Treasurer's Office through our online platform. Fees are included in the fee schedule in the **Appendix** to this proposal.

- Incoming ACH items are posted to accounts at the beginning of the business day. Originated ACH files must be sent to the Bank by 4pm on the day prior to the effective date.
- Busey can accept an ACH file import and upload directly to Fed.
- The ACH module on Business Access will facilitate ACH templates for repetitive ACH file origination.
- ACH origination require dual-control with each approving officer given pass codes to enter prior to completing a transaction. Also, the Bank will set appropriate limits on individual transactions in line with customer needs.

Section 6: Wire Transfer Services

Busey will provide online Wire Transfer services through a module in the Business Access Platform. All pricing for such services can be found in the Pricing Sheet of the **Appendix** to this proposal.

- Busey invokes strict security protocols pertaining to wire transfers in order to protect our clients from fraud and unauthorized transfers



- ii. Wire transfers can be initiated on a same-day basis until 4pm CT. Wire transfers must be initiated and then have a second authorization prior to execution.
- iii. Wire templates can be created to allow for repetitive wire transfers.
- iv. Incoming wire transfers can be viewed through the business Access information reporting portal and by special reports that can list addenda information.
- v. Wire transfers require dual-control at the company level. We can also institute call-back procedures if the client is agreeable.

Section 7: Merchant Services

Busey Bank delivers Merchant Processing services through its FirstTech business arm. It is typical that card payments will be settled next day to Busey accounts. FirstTech Payments Services will ensure PCI compliance for all merchants.

- i. Merchant service can be setup very quickly. We will work to determine the hardware needs of the Treasurer's Office and order appropriate equipment. Training will occur after the quick delivery of equipment. The STLTO will purchase equipment at cost.
- ii. There is no contract for our Merchant Services program. Client may opt out at any time. A sample transaction analysis statement can be found in the **Appendix** to this proposal.
- iii. Our clients purchase any equipment needed for Merchant Processing up-front. We provide vendor pricing that is highly-competitive.
- iv. With a Busey checking account, funds are *typically* deposited the next business day following batch processing.

Section 8: Positive Pay

- i. Busey can provide Positive Pay service to protect from both unauthorized ACH Debits and Check fraud.
 - a. For ACH, we make note of any authorized ACH debits that you allow. Anything that does not appear on that list will be flagged as an exception. Exceptions must be addressed to be paid by the STLTO before 10:30am or else they will be returned to the originator.
 - b. For checks, the STLTO will upload a file of all issued checks. When they are presented to be paid, we match up the presented checks with the issue file. Anything that does not match is an exception. Exceptions must be addressed to be paid by the STLTO before 10:30am or else they will be returned to the originator.

Section 9: Reloadable Debit Cards

Busey does not provide Reloadable Debit Cards directly, but we do have a few vendors for which we recommend. We'd suggest that if you are happy with the Skylight Paycard service that you maintain that relationship. We can assist in changing the settlement of transaction to Busey.



Section 10: Other Service Lines

i. **Other Services**

Busey Wealth Management

At Busey Wealth Management, we understand the most important services we provide are insights and solutions unique to your needs. No matter how specialized your needs, we can adapt to accommodate them.

Clients have been entrusting us with their assets for more than 90 years. We have unparalleled experience in devising custom, comprehensive solutions for families and organizations with complex financial needs.

We work closely with our clients to develop a personal, comprehensive investment plan that will meet their goals and objectives through each phase of the wealth management process. Our ability to consolidate multiple investment management relationships into one central location ensures a coordinated investment approach, which is essential to the long-term success of our clients.

Our professionals integrate the comprehensive skills of our portfolio managers and analysts to provide a disciplined method for managing your portfolio. Our team also pays careful consideration to the tax implications of each investment decision to ensure optimal after-tax returns. As a result of this close, personal attention, our client portfolios continue to achieve solid, long-term results. At Busey Wealth Management, we succeed when our clients succeed.

ii. **Employee Banking Services**

Busey's Retail Banking staff would be please to work directly with the STLTO employees to open accounts and provide financial guidance with checking, savings, borrowing, credit cards and mortgages.

Section 11: Other Service Lines

- i. Busey is committed to leverage all dedicate personel and resources to smooth the transition of STLTO's bank accounts to Busey. This is done with the following steps:
- a. Open new bank accounts meeting the specifications proposed
 - b. Add new Cash management products and services—schedule training for appropriate staff at STLTO
 - c. Order and banking supplies needed
 - d. Leave appropriate amount on deposit at previous Bank to cover any outstanding checks and one month worth of ACH debits
 - e. Begin making daily deposits to Busey
 - f. All new disbursements will emanate from the Busey account
 - g. Bank to send letters notifying all vendors and partners of the new bank routing and account number for ACH payments
 - h. Within 6-8 weeks, all transactions should be routed to Busey accounts and the transition will be complete



iii. Community Support and Investment

1. Transition Banking Product Suite which includes the following:
 - a. Transition Checking & Savings Account (2nd chance account for individuals whom have charge-offs of less than \$1000)
 - b. Credit Builder Loan (designed to help individuals rebuild and re-establish their credit history)
 - c. CRA Scholarship (\$1000 awarded to future and current students of a university whom is of the low-to-moderate income level)
2. N/A
3. Busey offers financial education seminars and offerings in the following areas:
 - a. Budgeting & Savings
 - b. Managing Your Credit
 - c. Managing Your Deposit Services (Checking & Savings)
 - d. Financial Aid
 - e. Identify Theft
 - f. Medicare Reviews
 - g. Social Security
 - h. First Time Homebuyer Seminar
4. No
5. Illinois Hardest Hit Fund,
6. SBA 7A, SBA 504,
7. FHLB Downpayment Plus Program, IHDA @Home Illinois, 1st Home Illinois, Mortgage Credit Certificate, Illinois Assist, MHDC First Place & Next Step Program, Washington University Employer Assisted Housing Program
8. SBA 7A, SBA 504,
9. Not applicable
10. Not applicable



APPENDIX – TABLE OF CONTENTS

- I. Account Analysis Estimate of Fees and Interest Earnings
- II. Bank Contact Bios
- III. Bank Location Guide
- IV. Public Entity References
- V. Funds Availability Policy
- VI. Sample Bank/Analysis/Collateral Statement
- VII. Business Access and mobile Banking ScreenShots
- VIII. Busey Annual Report and Financial Filings
- IX. Bank Service Agreements



Interest Earnings on Commercial interest Checking			
Nov-18			
80% of Fed Funds rate			2.25%
		Monthly Interest	
Rate	Average Balance	Earnings	
1.800%	\$ 500,000	\$	750
1.800%	\$ 1,000,000	\$	1,500
1.800%	\$ 1,500,000	\$	2,250
1.800%	\$ 2,000,000	\$	3,000
1.800%	\$ 2,500,000	\$	3,750

Interest Earnings on Commercial interest Checking			
? 2018 (assumed rate increase)			
80% of Fed Funds rate			2.50%
		Monthly Interest	
Rate	Average Balance	Earnings	
2.000%	\$ 500,000	\$	833
2.000%	\$ 1,000,000	\$	1,667
2.000%	\$ 1,500,000	\$	2,500
2.000%	\$ 2,000,000	\$	3,333
2.000%	\$ 2,500,000	\$	4,167

Interest Earnings on Commercial interest Checking			
? 2019 (assumed rate increase)			
80% of Fed Funds rate			3.00%
		Monthly Interest	
Rate	Average Balance	Earnings	
2.400%	\$ 500,000	\$	1,000
2.400%	\$ 1,000,000	\$	2,000
2.400%	\$ 1,500,000	\$	3,000
2.400%	\$ 2,000,000	\$	4,000
2.400%	\$ 2,500,000	\$	5,000

Interest Earnings on Commercial interest Checking			
? 2019-20 (assumed rate increase)			
80% of Fed Funds rate			4.00%
		Monthly Interest	
Rate	Average Balance	Earnings	
3.200%	\$ 500,000	\$	1,333
3.200%	\$ 1,000,000	\$	2,667
3.200%	\$ 1,500,000	\$	4,000
3.200%	\$ 2,000,000	\$	5,333
3.200%	\$ 2,500,000	\$	6,667



Service Detail

	Volume	Unit Price	Charge
Checks Paid	1	.1800 \$	0.18
Deposits	1	.2000 \$	0.20
Deposited Items - Transit	1	.1300 \$	0.13
ACH Incoming Credits	1	.1700 \$	0.17
ACH Incoming Debits	1	.1700 \$	0.17
Cashier's Checks	1	.0000 \$	-
Money Orders	1	.0000 \$	-
Returned Deposited Item	1	4.5000 \$	4.50
Stop Payments	1	35.0000 \$	35.00
ACH Module Fee	1	30.0000 \$	30.00
ACH Originated Items	1	.0800 \$	0.08
Branch Cash Deposits (Per \$100)	1	.0000 \$	-
Coin Deposited	1	.0000 \$	-
Currency Deposited	1	.0000 \$	-
eLockbox Monthly Maint	1	125.0000 \$	125.00
eLockbox Web	1	75.0000 \$	75.00
eLockbox Deposited Item/Ck	1	.3500 \$	0.35
eLockbox Keying Inv & Amt	1	.0200 \$	0.02
eLockbox Unprocessable Item	1	.5000 \$	0.50
Business Access Fee	1	15.0000 \$	15.00
Bill Pay Fee	1	10.0000 \$	10.00
Check and ACH Positive Pay	1	50.0000 \$	50.00
Check Positive Pay Item Fee	1	.0300 \$	0.03
Remote Deposit Capture Fee	1	60.0000 \$	60.00
Wire Module Fee	1	25.0000 \$	25.00
Wire In Fee	1	15.0000 \$	15.00
Online Wire Out Fee	1	17.0000 \$	17.00
Pledged Collateral Fee	1	.0000 \$	-

Downtown .32 mi

900 Olive Street
St. Louis, MO 63101
314.539.9600
Manager: Curtis Cantrell
Lobby: M-F 9-5

1

South Grand 3.59 mi

3760 South Grand Blvd.
St. Louis, MO 63118
314.771.6750
Manager: Jeffrey Kociscak
Lobby: M-Th 9-4:30, F 9-5:30 Sat 9-12
Drive-Up: M-Th 8:30-5 F 8:30-5:30 Sat 9-12

2

Maryland Plaza 3.6 mi

10 Maryland Plaza
St. Louis, MO 63108
314.367.8333
Manager: Romana Gracanin
Lobby: M-F 9-5 Sat 9-12

3

DeBaliviere 4.92 mi

415 DeBaliviere
St. Louis, MO 63112
314.367.8800
Manager: Karla Carroll
Lobby: M-Th 9-4:30, F 9-5
Sat 9-12
Drive-Up: M-F 8:30-5 Sat 9-12

4

Richmond Heights 6.12 mi

6510 Clayton Road
St. Louis, MO 63117
314.644.0986
Manager: Matthew Steuterman
Lobby: M-Th 9-4:30, F 9-5
Sat 9-12
Drive-Up: M-F 8:30-5 Sat 9-12

5

Clayton 7.39 mi

175 Carondelet Plaza
Clayton, MO 63105
314.863.7777
Manager: Bob Bell
Lobby: M-F 9-5
Drive-Up: M-F 8:30- 5

6

Bayless 7.41 mi

4226 Bayless Ave.
St. Louis, MO 63123
314.638.2000
Lobby: M-Th 9-4:30, F 9-5:30
Sat 9-12
Drive-Up: M-F 8:30-5:30 Sat 9-12

7

Hazelwood 13.74 mi

8008 North Lindbergh
Hazelwood, MO 63042
314.831.8700
Manager: James Regans
Lobby: M-Th 9-4:30, F 9-5:30
Sat 9-12
Drive-Up: M-Th 8:30-5
F 8:30-5:30 Sat 9-12

8



Bank Personnel



Brian Björkman Market President

As Regional President for Busey Bank, formerly Pulaski Bank, since 2003, Brian Björkman leads a team dedicated to the commercial banking needs of the St. Louis community.

Brian began his 25-year banking career after receiving a bachelor's degree in finance from Drake University in Des Moines, Iowa in 1993—serving countless customers over the years.



Patrick Buehring Commercial Market President

With two decades of experience in the financial industry, Pat Buehring heads loan production, supervises the Clayton Lending team and advances the strategic objectives of the bank. Pat's clients include many non-profit organizations in St. Louis.

Pat received a Bachelor's degree from Indiana University's Kelley School of Business in Bloomington and a Master's of Business Administration from Dominican University in River Forest, Illinois.

Pat's volunteer Activity in the community includes:

Clayton Chamber of Commerce (7 years) – President 2015

St. Patrick's Day Parade Committee (12 years)

Mary Queen of Peace Parish – Finance Committee (5 years)

St. Louis Art Fair – Board of Directors

Bank Personnel



Michael Green Private Client Manager

Michael Green has over 25 years of specialized operational and financial services management experience. He brings to the team a proven track record of managing complex financial situations and a demonstrated ability to consistently deliver superior results to his clients. As Private Client Manager, Michael is dedicated to his clients and their financial situation. He provides his clients with the highest level of concierge service, relieving them of the stress of coordinating their complex financial affairs.



Brian Hintz Cash Management Executive

Brian Hintz provides business customers in greater St. Louis with cash flow solutions that deliver value and create efficiencies to daily financial operations. With nearly 25 years of experience, Brian is proactive to his customers' situations with a foundation built on trust and confidence.

Busey Bank Client References:

1.) Company Name: **CITY OF CREVE COEUR**
Contact Name: Lori Obermoeller, Director of Finance
Business Address: 300 N. New Ballas
Creve Coeur, MO 63141
Phone: (314) 872-2519
Email: LOBERMOELLER@CREVECOEURMO.GOV

2.) Company Name: **CITY OF GLENDALE**
Contact Name: Dan Lawrence, Finance Officer
Business Address: 424 N. Sappington Rd.
Glendale, MO 63122
Phone: (314) 965-3600
Email: DLAWRENCE@GLENDALEMO.ORG

3.) Company Name: **AFFTON FIRE PROTECTION**
Contact Name: Chief Nickolas Fahs
Business Address: 9282 Gravois Rd
St. Louis, MO 63123
Phone: (314) 631-1803
Email: NFAHS@AFFTONFIRE.COM

4.) Company Name: **BAYLESS SCHOOL DISTRICT**
Contact Name: Teresa Lange
Business Address: 4530 Weber Rd.
St. Louis, MO 63123
Phone: (314) 256-8604
Email: TLANGE@BAYLESS.K12.MO.US

Funds Availability Policy

Our general policy is to allow you to withdraw funds deposited in your account on the next business day after the day we receive your deposit. Electronic direct deposits will be available on the day we receive your deposit. Once they are available, you may withdraw the funds in cash and we will use the funds to pay checks that you have written. In some cases we may delay your ability to withdraw funds beyond the next business day. Then, the funds will generally be available by the second business day after the day of deposit.

Account Number	100234731
Date	8-31-18
Page	1

*0007763 S2
 DI INTERNET BANKING TEST
 ATTN: BUSINESS SYSTEMS
 HOLD AT BANK



0007763

BUSEY

40947B00X.009

Manage your money
anytime, anywhere.

Download the Busey Mobile App for
smartphones and tablets today.

BUSINESS CHECKING

Status: Active

Category	Transactions	Amount
Balance Forward From 07/31/18		34.27
Debits	0	0.00
Ending Balance On 08/31/18		34.27
Average Balance (Ledger)	34.27+	

Direct Inquiries About Electronic Entries To:
 BUSEY BANK
 100 W UNIVERSITY AVE
 CHAMPAIGN, IL 61820
 Phone: (800) 672-8739

DAILY BALANCE SUMMARY

Beginning Balance on 07/31/18 was \$34.27

Date	Amount	Date	Amount	Date	Amount
08/31/18	34.27				

ITEMIZED SERVICE CHARGE

Date	Description	Status	Amount
08/31/18	MONTHLY MAINTENANCE FEE	WAIVED	15.00
	TOTAL SERVICE CHARGE		0.00

Account Number	100234731
Date	8-31-18
Page	2

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intentionally left blank.

Account Number	100234731
Date	8-31-18
Page	3

OVERDRAFT FEE SUMMARY

	Total For This Period	Total Year To Date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00

ACCOUNTS AT A GLANCE

Account No.	Sub Acct.	Account Title	Acct Type	Balance
100234731		BUSINESS CHECKING	Deposit	34.27

Total Deposits = 34.27 Total Loans = 0.00
--

This Statement Cycle Reflects 31 Days

0007763

BUSEY

40949B00X.009

36FDP

4022 -----



Online Banking

A screenshot of the Busey online banking dashboard. The browser address bar shows 'https://busey.com'. The navigation menu includes 'Dashboard', 'Balance Reporting', 'Transfers & Payments', 'ACH', 'Administration', and 'Statements & Services'. The user is logged in as 'Business Access@Busey'.

Account History

Search Criteria

Date Range: Last 7 Days

Categories: All Categories, Deposits, Loans, Investments, Other

Accounts: 100234731 - Test Business Checking Account, 700753469 - Test Business Savings Account

Types: All Types, Credits, Debits

From: 11/13/2018, To: 11/19/2018

Submit, Reset, Save as Favorite

Account	Total Debits	Total Credits	Current Available
100234731 - Test Business Checking Account	(0)	(0)	\$34.27
700753469 - Test Business Savings Account	(0)	(0)	\$0.00

A screenshot of the Busey online banking dashboard, showing the navigation menu and the 'Stop Payment' section header.

Stop Payment

Account Selection

Available Accounts

Number: [] Name: [] Search

Sort by: Number (selected) Name

100234731-Test Business Checking Account(USD)-Busey Bank
700753469-Test Business Savings Account(USD)-Busey Bank

Stop Request Type: Stop

Check Info

Number: [] Amount: [] From: [] To: []

Stop Information

Reason: Please Select a Reason []

Contact Name: [] Contact Phone: [] Issue Date: 11/19/2018 [] Payee: []

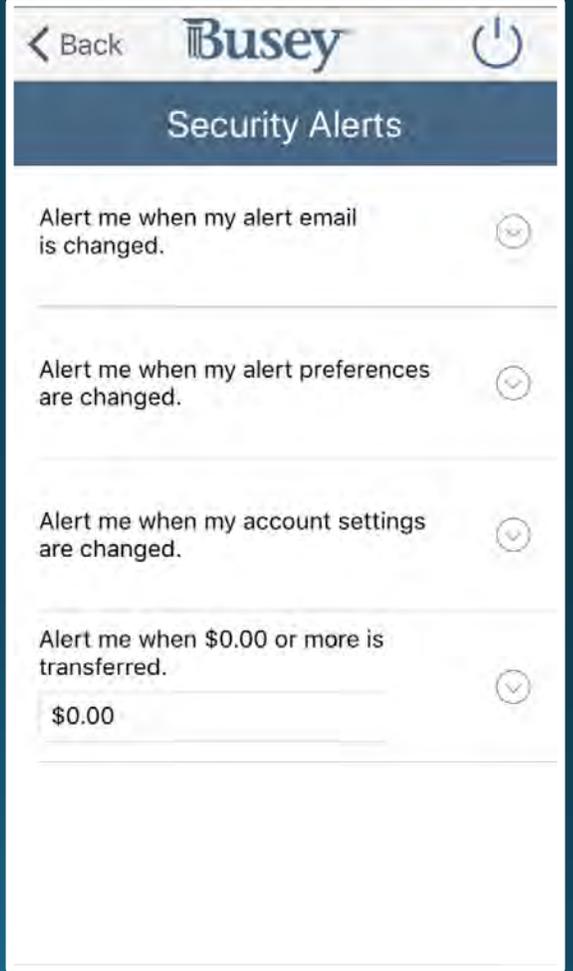
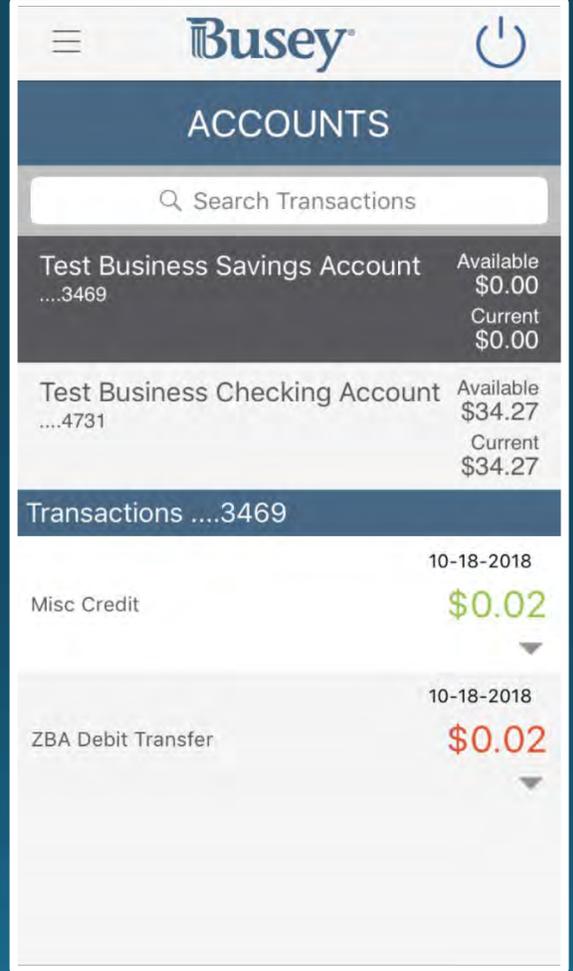
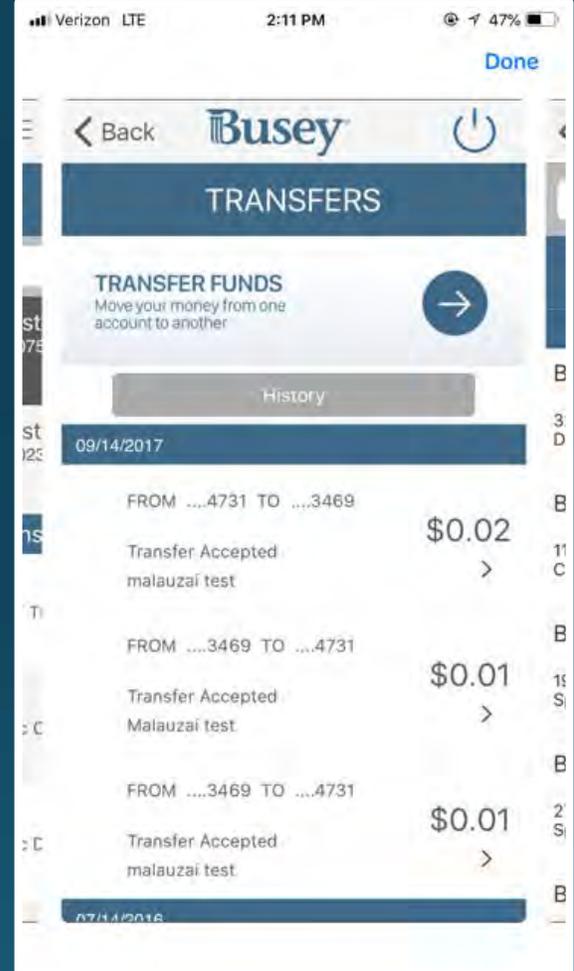
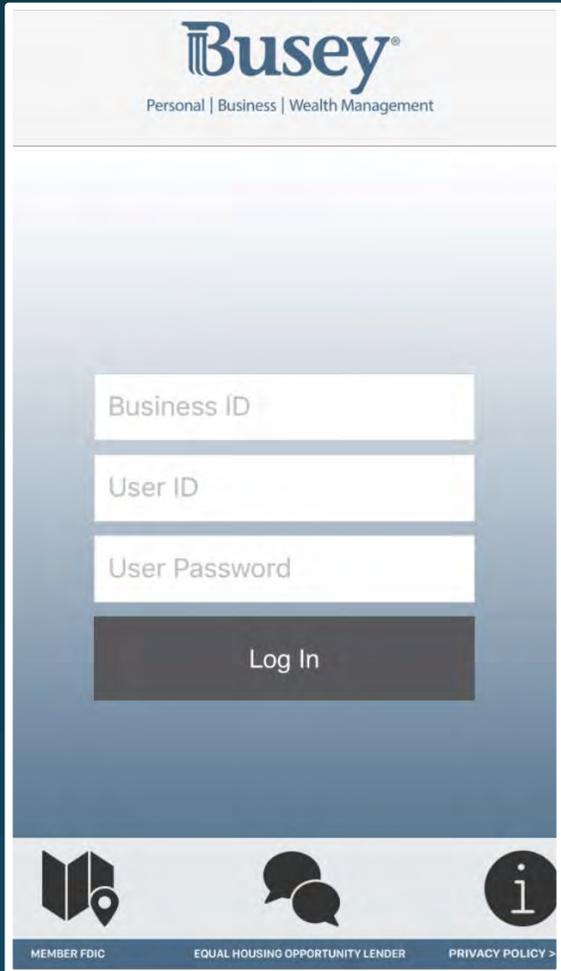
Submit, Reset

A screenshot of the Busey online banking dashboard showing the 'Cash Position Worksheet Summary'. The user is logged in as 'Brian Flintz' on '11/19/2018 10:55:06'. The page includes a 'Refresh' button, a 'View Cash Position Worksheet Detail' link, and a 'Hint' icon.

Accounts in USD

Account	Current Cash Position	Opening Available Balance	Current Debits	Current Credits (0 Day)	Future Credits (1+ Days)	Historical Average Cash Position	Estimated Cash Position	Manual Entry
100234731 - Test Business Checking Account	BuseyBank	\$34.27	\$34.27			\$34.27	\$34.27	
700753469 - Test Business Savings Account	BuseyBank	\$0.00	\$0.00			\$0.00	\$0.00	
Total All Bank Accounts (USD only)		\$34.27	\$34.27			\$34.27	\$34.27	

Mobile Banking



Fulfilling Dreams Since 1868
ANNUAL REPORT 2017

150
YEARS

Busey[®]
FIRST BUSEY CORPORATION



The foundation of the Busey story, established on January 13, 1868, is **4 Pillars**—*associates, customers, shareholders and communities*. **Pillars past and present truly make Busey... Busey.**

We are incredibly grateful for your trusted relationship and the opportunity to serve your unique financial needs.

As we recognize 150 years of service at Busey, we do so with humility and appreciation. We owe a great debt of gratitude to those whom came before us and also to those we currently serve.

Busey. Fulfilling Dreams Since 1868.

150
YEARS

Dear Fellow Shareholders

Though our industry has experienced tremendous change over the past several decades, First Busey Corporation's ("Busey") vision of providing a premier service experience remains.

We are dedicated to preserving a legacy of associate excellence, customer service, expanding shareholder value and community involvement.

It is because of your unwavering support and trust in us that we are here today and, for that, we thank you.

CORPORATE STRATEGY & UPDATE

The financial services industry has been consolidating for decades—and this continues still today. When I first started my career in banking in the early 1980s, there were nearly 15,000 commercial banks, compared to less than 5,000 today—according to Federal Reserve Economic Data.

In addition to economic disruptions, including bank failures during the 1981-1982 and 2007-2008 recessions, further reasons for these consolidations include excess capacity in the financial services industry, as well as increased technology and regulatory costs. All, or a combination of these factors, can cause bank boards and owners to reconsider independence.

We do not foresee this heightened trend of consolidation in our industry dissipating. After all, Canada has only six banks! Therefore, we remain focused on a disciplined growth model, particularly, when executing acquisitions.

Your organization has been highly active in consolidations, essentially doubling its size in nearly three years—from \$3.7 billion in total assets on January 1, 2015 to \$7.9 billion in total assets on December 31, 2017.

- **January 8, 2015:** Busey acquired Herget Financial Corporation, the holding company for Herget Bank, National Association, in Pekin and the Peoria Metropolitan Statistical Area (MSA) with total assets of \$273.1 million upon acquisition. Herget Bank merged with and into Busey Bank on March 13, 2015.
- **April 30, 2016:** Busey acquired Pulaski Financial Corp. ("Pulaski"), the holding company for Pulaski Bank, National Association, a premier banking franchise in the St. Louis, MO-IL MSA. Upon acquisition, Pulaski had total assets of \$1.6 billion. Pulaski Bank merged with and into Busey Bank on November 4, 2016.
- **July 2, 2017:** Busey acquired First Community Financial Partners, Inc. ("First Community"), the holding company for First Community Financial Bank, in the Chicago-Naperville-Joliet IL, IN, WI MSA, with \$1.4 billion in assets. First Community Financial Bank merged with and into Busey Bank on November 3, 2017.
- **October 1, 2017:** Busey acquired Mid Illinois Bancorp, Inc. ("Mid Illinois"), the holding company for South Side Trust & Savings Bank of Peoria ("South Side Bank"), serving the Peoria Tri-County area, with

total assets of \$657.5 million, including loans held for sale and portfolio loans of \$370.0 million and total deposits of \$505.6 million. South Side Trust was merged with Busey Wealth Management on January 1, 2018, and South Side Bank merged with and into Busey Bank on March 16, 2018—moving the organization to #2 in deposit market share in this market, according to S&P Global Intelligence.

We have executed on our plan of continual, steady mid-single digit organic growth and successful consolidation of acquired companies with and into Busey. This strategy has produced positive financial results in the company's operating earnings and performance, as outlined later in the financial results section.

Busey successfully benefited from continued organic growth and consolidation of the aforementioned organizations into Busey—in part, due to being highly selective with whom we partner. In each of the acquisitions, the culture and shared values, operating philosophy and strong shareholder and community support provided a solid foundation for future success.

Successfully acquiring and integrating companies is not easy. It requires a multi-faceted, disciplined commitment and approach that is constantly assimilating and evolving. In my opinion, very few companies have been able to consistently enhance shareholder return through consolidations.

At some point during the process, the acquirer pays too much, doesn't have prudent risk management processes in place to handle the scale, and/or, simply, the culture unravels. However, Busey is committed to acquiring organizations at a reasonable price to benefit shareholders—both Busey and the acquired organization.

Through the process of integrating new teams into Busey, we remain focused on merging the acquired company quickly and strategically, retaining key talent, capitalizing on expected cost and operating synergies and welcoming new associates into the culture. We do this while continuing to grow both organizations organically, maintaining balance sheet quality, protecting a prudent enterprise risk management profile and building strong, multi-generational relationships.

In 2017, significant emphasis and strategic focus was placed on remaining true to being a strong, efficient community bank with broad financial capabilities, close relationships and solid support from Busey's **4 Pillars**—to allow for continued growth. For example:

- Through the Pulaski merger in 2016, Busey's mortgage division grew beyond the markets where we have a banking presence. In the fourth quarter of 2017, Busey divested the mortgage business in Denver, Colorado, the Lincoln/Omaha, Nebraska area and the Kansas City, Missouri and surrounding areas. Mortgage lending continues to be an integral part of Busey's comprehensive suite of financial service offerings; the divestiture of these locations allows Busey to remain focused on relationship banking and offering a comprehensive suite of financial services to all customers.

- In 2017, Busey invested in the future growth and success of Wealth Management—moving headquarters and relocating fifty associates, including a six-member investment team and nearly twenty-member trust operations team, to 201 W. Main St. in Urbana, Illinois. The relocation promotes increased collaboration among team members while delivering Busey’s **promise** of close relationships and broad financial capabilities for valued clients as we grow.
- Although we’ve had a presence in greater Indianapolis for over 20 years, we expanded in mid-2017 to a full-service banking center in Carmel, Indiana—ensuring every aspect of a customer’s financial wellbeing is cared for now and in the future with solutions to their personal, business and wealth management needs.

Through all of these strategic adjustments to Busey’s footprint and service channels, we solidify our commitment to a true community banking business model—building strong, multi-generational relationships which is essential as we grow your organization forward.

Remember, I didn’t say this was easy; however, building something unique and scalable rarely is. The executive team and other leaders across Busey spend significant time thinking about, planning for and executing on building your organization the right way.

Busey’s vision is to provide ‘Service Excellence in Everything We Do for our Pillars.’

Each and every day, associates serve each other and customers, refine business models, focus on culture and fulfill the organization’s vision of **service excellence**. We will continue to stay focused on these priorities to enable continued growth and capitalization of industry consolidation in the future.

FINANCIAL RESULTS

Through the aforementioned acquisitions, organic growth and the diversified fee-income business of Busey Wealth Management, Trevett Capital Partners and FirsTech, Inc., Busey has established a solid foundation to maintain steady performance into the future.



Busey increased earnings by 26.2% or \$13.0 million from 2016 to 2017, with December 31, 2017 net income of \$62.7 million, or \$1.45 per diluted common share, compared to net income of \$49.7 million, or \$1.40 per diluted common share for the year ended December 31, 2016.

In addition to Busey’s organic growth, the year-end results benefited from the acquisition of First Community since the closing of the transaction on July 2, 2017, and Mid Illinois since the closing of the transaction on October 1, 2017.

2017 net income was impacted by a one-time, non-cash charge of \$8.1 million in the fourth quarter of 2017, or \$0.19 per diluted common share for the year, due to the revaluation of Busey’s net deferred tax position following the enactment of the Tax Cuts and Jobs Act. Adjusted net income¹ for 2017 was \$75.7 million, or \$1.75 per diluted common share, compared to \$56.5 million, or \$1.60 per diluted common share, for 2016. In addition, Busey continually improved its efficiency ratio¹—for the year ended December 31, 2017, the efficiency ratio was 58.27% compared to 61.80% for 2016.

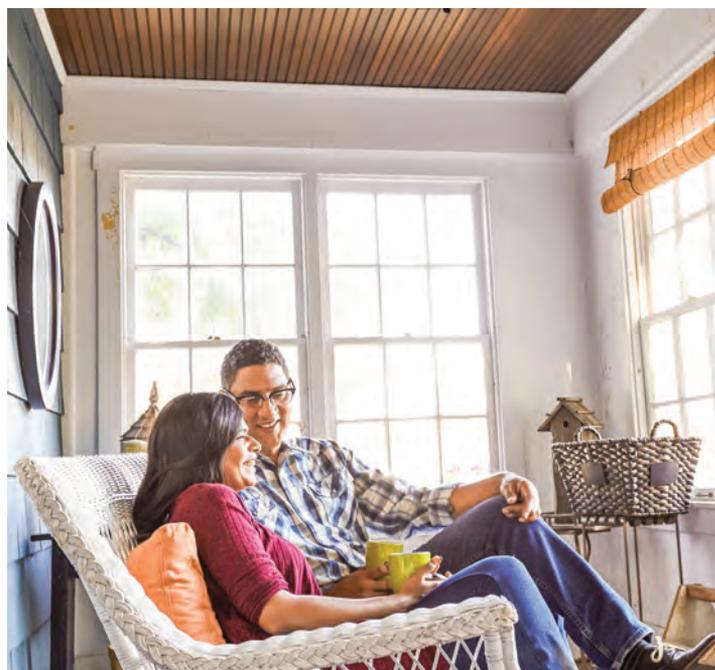
With an uninterrupted history of paying dividends to common shareholders since the bank holding company was organized in 1980, Busey grew the quarterly dividend of \$0.18 from \$0.17 per share year over year, and paid a \$0.20 cash dividend on February 2, 2018 to shareholders of record as of January 26, 2018.

Through associate and shareholder support and Busey’s steadfast commitment to **balance sheet strength, profitability and growth—in that order**—Busey remains a strong, independent financial organization.

An indicator of continued balance sheet strength is tangible book value per share¹. As of December 31, 2017, the company’s tangible book value per share was \$12.88—an increase from \$12.37 from the prior year.

Growing portfolio loans remain paramount—with a 42.3% increase in 2017 from \$3.879 billion at the end of 2016 to \$5.520 billion at the end of last year.

¹ For information on adjusted net income, efficiency ratio and tangible book value per share, non-GAAP financial measures, see the 2017 and 2016 Annual Reports on Form 10-K filed with the SEC.



As an integral part of sustaining and building upon a stable credit and commercial portfolio philosophy, Busey continues to cultivate lasting growth by providing top talent with the credit knowledge and leadership acumen to succeed in a commercial banking career through Busey's Commercial Banking Leadership Development Program.

ENGAGING EXCELLENCE

An engaged team—associates who care about and contribute positively to the organization—is critical to the success of Busey. To foster associate engagement, Busey continues to invest significantly in the Associate Experience through a variety of meaningful and authentic ways.

Being recognized for a job well done and career milestones is the foundation of Busey's engagement program. Throughout the year, we recognize countless associates—from career achievements and Associate Appreciation Month to Random Acts of Kindness Week and various local award nominations for outstanding team members.

Engaging associates through learning and development is also important to Busey. Through robust training and development offerings, which include an extensive onboarding program, professional and leadership development training tracks and the Commercial Banking Leadership Development Program—creating a solid pipeline of commercial relationship managers well versed in the organization's processes and lending philosophy—Busey equips team members with the knowledge, skills and behaviors necessary to provide **service excellence**. As the result of this commitment to continuous learning, the *Association for Talent Development* recognized Busey internationally with the **2017 BEST Award**.

From professional development to personal wellbeing, Busey has created a culture of wellness, engaging associates through the award-winning **B Well** program—which earned Busey recognition by the *St. Louis Business Journal* as a **2017 Healthiest Employer** finalist. The robust suite of tools and resources promotes a healthy workplace, while at the same time fosters engagement among associates.

By engaging associates—the lifeblood of the organization—**Busey promotes a healthy, progressive work environment, enhancing morale and**

productivity, while improving work-life balance for team members.

To further improve the Associate Experience, team members complete an annual Associate Engagement Survey in addition to sharing thoughtful feedback through national and statewide award surveys. We are deeply humbled to be consistently recognized among the **Best Banks to Work For** across the U.S. by *American Banker* magazine and *Best Companies Group* and **Best Places to Work in Illinois** by *Daily Herald Business Ledger* and *Best Companies Group* since 2016, and in 2017, one of the **Best Companies to Work For in Florida** by *Florida Trend* magazine and *Best Companies Group*.

SUMMARY

By remaining an efficient, nimble and responsive organization, Busey continues to serve customers' needs, reward associates for growth and provide total value to you, Busey's loyal shareholders.

From humbling recognition to a tireless commitment to **service excellence**, Busey's storied history of **fulfilling dreams since 1868** would not be possible without the amalgamation of many great organizations that have helped grow the organization forward. The coalescence of these organizations, together with their associates, customers, shareholders and communities, form the solid bedrock of Busey. All of these predecessor entities have rich heritages as well, and have contributed greatly to Busey's collective culture and progress.

With sincerest gratitude, we thank these organizations and individuals, including valued shareholders, for continued support to help make Busey an organization unlike any other.



VAN A. DUKEMAN, CFA
President & Chief Executive Officer
First Busey Corporation



2017 PROGRESS FOR PILLARS

To achieve the vision of **service excellence**, Busey works tirelessly to fulfill **promises** made to associates, customers, shareholders and communities—the **Pillars** of the organization.

ASSOCIATES



More than **1,300 associates**



More than a dozen recognition programs, including the **Busey Promise Award**, **Associate Appreciation Month** and **Annual Associates' Meeting**



75 issues of Busey's internal eNewsletter, *Between the Lines*, since 2015



222 associate **Service Milestones** recognized



Nearly **9,000 hours** committed to both sales & service and corporate training programs by **400+ participants**



25,186 training hours completed



Top leadership development program, **Transform**, engages nearly **80 leaders**—55 of them serve as mentors across Busey

CUSTOMERS



150,000+ total households **served**



More than **60 banking centers** in Illinois, Indiana, Missouri and Florida



25,000+ surcharge-free MoneyPass® ATMs



Growing forward, together, with First Community Financial Bank of Chicagoland and South Side Trust & Savings Bank of Peoria



40.8 Net Promoter Score®, an increase of 3.3 points from 2016, and well above the **industry average of 32.0**—reflecting Busey's commitment to a premier service experience



13+ fees eliminated, including notary fees, standard external transfer fees (Popmoney) and telephone transfer fees



New **budgeting tool**, Money Management, unveiled by Busey in 2018



7,093 customers surveyed



40,000 meals donated to 7 area food banks during **Promise a Plate**



2 issues of *The Pillar* magazine annually



\$100,000+ donated through **Pay It Forward Fridays** jeans days since its inception in 2015



\$1+ million donated annually—investing financially in the places we call home



Associates, customers, shareholders and communities—the **Pillars** of Busey—truly shape the future of the organization. Through your invaluable input, you help make Busey an organization unlike any other!



3 economic seminars annually





88% engagement
in the **B Well** health
and wellness program



\$1.1+ million in contributions
to associate Health Savings
Accounts since 2015 through
B Well



2017 & 2016 Best Banks to Work For in the U.S.
2017 & 2016 Best Places to Work in Illinois
2017 Best Companies to Work For in Florida
2017 BEST Award
2017 Healthiest Employers finalist

COMMUNITIES

Community promise month

2,300+ volunteer hours and
nearly 300 organizations served
during Busey's annual
Community Promise Month



Nearly **\$330,000** donated
during the United Way
corporate campaign



Nearly **90 bank accounts**
provided for students in the
Summer Youth Employment Program
at Champaign Unit 4 schools



**4 customer
education series**
sessions annually



Busey Illinois Youth Run title
sponsor for nearly a decade
with nearly **90 participants**
and **100+ associate
volunteers** annually



Countless calculators, articles
and podcasts in the **Resource
Center** on **busey.com**

8,000+ votes on social
media and **\$2,000**
collectively donated
to **Supplies for Success**

150 Years. 4 Pillars. 1 Promise.

As we reflect back on Busey's humble beginnings from January 13, 1868, we are grateful for today's opportunity to serve customers—helping generations of families own homes, attend college, open businesses, retire worry-free and leave lasting legacies throughout Illinois, Indiana, Missouri and Florida.

Busey in 2017

- **\$7.9 billion** in assets
- **25,000+** surcharge-free MoneyPass® ATMs
- **More than 1,300 associates**
- **150,000+** households served
- **60+ banking centers** across the Midwest & Southwest Florida
- **Five lines of business**—personal, mortgage, business, cash management and wealth management—working together as **One Busey**
- **FirsTech, Inc.:** **28 million transactions processed annually** using online bill payment, lockbox processing and walk-in-payments at its **4,000 agent locations in 43 states**
- **Busey Wealth Management:** approximately **\$6.0 billion** in assets under care

Today, Busey remains committed to the **Busey Promise** and the vision of providing **service excellence** in everything we do for **4 Pillars**—*associates, customers, shareholders and communities.*

The Busey Promise to 4 Pillars

Associates

We recruit and retain the best and brightest associates—serving as Busey's front-line relationship managers; we entrust them to be knowledgeable, trustworthy, friendly, responsive, humble, positive and resilient.

Customers

Customers are the core of everything Busey. We are customer-centric and organizationally aligned to anticipate and exceed the needs of customers.

Shareholders

By exceeding the needs of customers through the efforts of talented associates and strengthened communities, **shareholders are rewarded with the sustained financial results and profitability they expect from Busey.**

Communities

Being a community financial services organization means being a good corporate neighbor—partnering for purpose and progress. We partner with customers and associates in support of communities, providing support financially, with service hours, and contributing as an active community leader.

SERVICE LEADERS

Executive Management

Van A. Dukeman

President & Chief Executive Officer
First Busey Corporation

Curt A. Anderson

President & Chief Executive Officer
Busey Wealth Management

Robin N. Elliott

Chief Financial Officer
Chief Operating Officer
First Busey Corporation

Barbara J. Harrington

Chief Risk Officer
First Busey Corporation

Howard F. Mooney II

President & Chief Executive Officer
FirsTech, Inc.
Chief Information Officer
First Busey Corporation

Robert F. Plecki

Chief Credit Officer
First Busey Corporation

John J. Powers

General Counsel
First Busey Corporation

Amy L. Randolph

Chief of Staff
Executive Vice President, Pillar Relations
First Busey Corporation

Christopher M. Shroyer

President & Chief Executive Officer
Busey Bank

First Busey Corporation Board of Directors

Joseph M. Ambrose

Chairman & Chief Executive Officer
Horizon Hobby, LLC

George Barr

Attorney & Founder
The Barr Group P.C.

Stanley J. Bradshaw

Principal
Bradshaw Capital Management, LLC

David J. Downey

President
The Downey Group, Inc.

Van A. Dukeman

President & Chief Executive Officer
First Busey Corporation

Stephen V. King

Founding Partner
Prairie Capital, L.P.

E. Phillips Knox

Attorney
Tummelson Bryan & Knox, LLP

V.B. Leister, Jr.

Chairman
Carter's Furniture, Inc.

Gregory B. Lykins

Chairman
First Busey Corporation

August C. Meyer, Jr.

Chairman
Midwest Television, Inc.

George T. Shapland

President
Shapland Management Company

Thomas G. Sloan

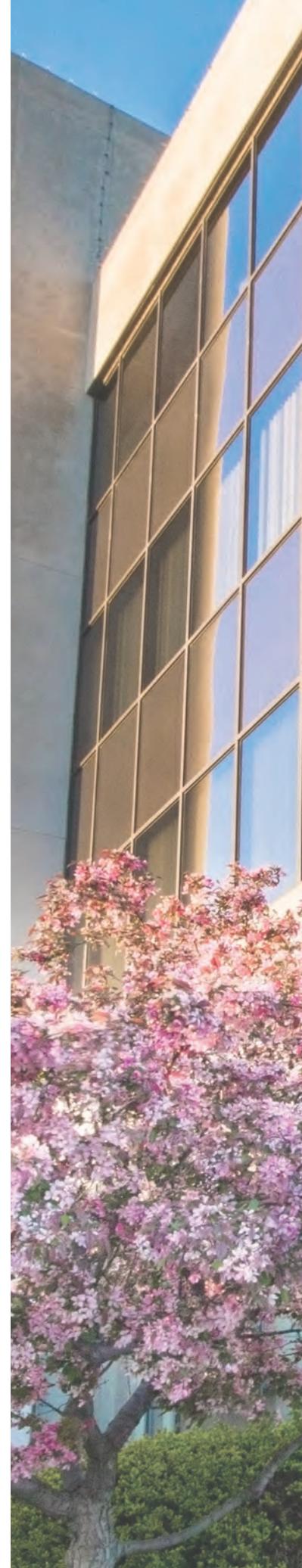
Chief Executive Officer
Sloan Implement Company

Jon D. Stewart

Chief Executive Officer
TSM Ventures, Inc.

Phyllis M. Wise

Chief Executive Officer
Colorado Longitudinal Study
GoldLab Foundation



STEWARDS FOR SERVICE EXCELLENCE

Without the dedication and guidance of solid leadership, especially Busey's Boards of Directors, the continued achievements and successes of your organization would not be possible.

A Lasting Legacy

Busey recognizes the following directors upon retirement from the First Busey Corporation board, effective at the Annual Meeting of Shareholders on May 23, 2018: **E. Phillips Knox**, **V. B. Leister, Jr.**, **Jon D. Stewart** and **Phyllis M. Wise**. We thank these leaders for their significant contributions and years of dedication to this organization. With **more than 90 combined years of service to Busey**, these individuals helped lead the organization through some of the most transformative and productive years while helping establish a foundation for future growth.

Another transformative director is retiring after **54 years of service** to Busey. **Edwin A. Scharlau II** served the organization in various capacities throughout his career—from teller and operations manager to president. Since 1975, **Mr. Scharlau** has served as a director on the Busey Bank board, transitioning to chairman in 1991 and then vice chairman in 2011. Currently, **Mr. Scharlau** serves on both Busey's Bank and Wealth Management Boards of Directors. As we celebrate **Mr. Scharlau's** tenured career at Busey, we are grateful for his continual commitment to the organization and the community.

A Talented Board Tenure

On behalf of Busey's **4 Pillars**, we thank **Mr. Knox**, **Mr. Leister**, **Mr. Scharlau**, **Mr. Stewart** and **Dr. Wise** for their unwavering support in building upon and preserving Busey's legacy—one of associate excellence, customer service, expanding shareholder value and community involvement.

E. Phillips Knox | Director since 1972

V. B. Leister, Jr. | Director since 1992

Edwin A. Scharlau II | Director since 1975

Jon D. Stewart | Director since 2002

Phyllis M. Wise | Director since 2014

Growing Forward

Busey's Boards of Directors are **stewards for service excellence** through their steadfast loyalty—instrumental individuals as we look to the future of the organization and build upon a strong foundation in the years ahead.

Through the First Community partnership, Busey welcomed **George Barr**, an attorney and the founder of The Barr Group P.C., as a new First Busey Corporation director and **Scott A. Wehrli**, the principal of DuKane Precast Inc., as a Busey Bank director. **Mr. Barr** served both as a director and chairman and **Mr. Wehrli** served as a director for First Community.

Through the partnership with Mid Illinois, we invited **Karen M. Jensen** to serve as a director for Busey Bank. **Ms. Jensen, P.E.**, who previously served as a director for South Side Bank, is president & CEO of Farnsworth Group, Inc.

To further complement the leadership and expertise of First Busey Corporation's Board of Directors, at our Annual Meeting of Shareholders, we are nominating **Frederic L. Kenney**, associate general counsel for litigation for Archer Daniels Midland (ADM), who currently serves as a Busey Bank director, and **Elisabeth M. Kimmel**, attorney and the owner and CEO of Midwest Television, Inc. We look forward to the insights and contributions of **Mr. Barr**, **Ms. Jensen**, **Mr. Kenney**, **Ms. Kimmel** and **Mr. Wehrli** in the years ahead and are grateful for their commitment and partnership.

"We are forever indebted to the boards of directors who help make Busey a remarkable organization. Through meticulous oversight, exceptional business acumen and longstanding commitment, these directors—past, present and future—have and will continue to help us strengthen and grow the organization forward. On behalf of Busey's leaders, we thank these directors, the true **stewards** of your organization, for their commitment and service."

— Greg Lykins | Chairman of First Busey Corporation Board of Directors

CORPORATE PROFILE

As of December 31, 2017, First Busey Corporation (NASDAQ: BUSE) was a \$7.9 billion financial holding company headquartered in Champaign, Illinois. Busey Bank, a wholly-owned bank subsidiary, is headquartered in Champaign, Illinois and has thirty-seven banking centers serving Illinois, thirteen banking centers in the St. Louis, Missouri metropolitan area, five banking centers serving southwest Florida and a banking center in Indianapolis, Indiana. Trevett Capital Partners, a wealth management division of Busey Bank, provides asset management, investment and fiduciary services to high net worth clients in southwest Florida. The wealth management professionals of Trevett Capital Partners can be reached through trevettcapitalpartners.com. Busey Bank had total assets of \$7.1 billion as of December 31, 2017.

South Side Trust & Savings Bank of Peoria, First Busey Corporation's wholly-owned bank subsidiary, is headquartered in Peoria, Illinois and has thirteen additional locations in the greater Peoria area and had total assets of \$712.3 million as of December 31, 2017.

In addition, Busey Bank owns a retail payment processing subsidiary, FirstTech, Inc., which processes approximately 28 million transactions per year using online bill payment, lockbox processing and walk-in payments at its 4,000 agent locations in forty-three states. More information about FirstTech, Inc. can be found at firsttechpayments.com.

Busey Wealth Management is a wholly-owned subsidiary of First Busey Corporation. Through Busey Trust Company, Busey Wealth Management provides asset management, investment and fiduciary services to individuals, businesses and foundations. As of December 31, 2017, Busey Wealth Management's assets under care were approximately \$6.0 billion.

For more information about us, visit busey.com.

SHAREHOLDER INFORMATION

Corporate Headquarters

First Busey Corporation, 100 W. University Ave., Champaign, IL 61820, 217.365.4500. Visit Busey's website at busey.com.

Annual Meeting

The Annual Meeting of Shareholders of First Busey Corporation will be held on Wednesday, May 23, 2018 at 12 p.m. at the Urbana Country Club, 100 E. Country Club Rd., Urbana, IL 61801.

First Busey Corporation Common Stock

First Busey Corporation common stock is listed on the NASDAQ Global Select Market under the symbol BUSE.

Annual Report on Form 10-K

A copy of the Annual Report on Form 10-K, filed with the Securities and Exchange Commission, can be found at busey.com.

Stock Transfer Agent

Computershare, P.O. Box 30170, College Station, TX 77842-3170. The transfer agent can be accessed at computershare.com/investor.

SPECIAL NOTE CONCERNING FORWARD-LOOKING STATEMENTS

Statements made in this report, other than those concerning historical financial information, may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, plans, objectives, future performance and business of First Busey. Forward-looking statements, which may be based upon beliefs, expectations and assumptions of First Busey's management and on information currently available to management, are generally identifiable by the use of words such as "believe," "expect," "anticipate," "plan," "intend," "estimate," "may," "will," "would," "could," "should" or other similar expressions. Additionally, all statements in this document, including forward-looking statements, speak only as of the date they are made, and we undertake no obligation to update any statement in light of new information or future events. A number of factors, many of which are beyond our ability to control or predict, could cause actual results to differ materially from those in our forward-looking statements. These factors include, among others, the following: (i) the strength of the local, national and international economy; (ii) changes in state and federal laws, regulations and governmental policies concerning First Busey's general business; (iii) changes in accounting policies and practices; (iv) changes in interest rates and prepayment rates of First Busey's assets; (v) increased competition in the financial services sector and the inability to attract new customers; (vi) changes in technology and the ability to develop and maintain secure and reliable electronic systems; (vii) the loss of key executives or employees; (viii) changes in consumer spending; (ix) unexpected results of current and/or future acquisitions, which may include, failure to realize the anticipated benefits of the acquisition and the possibility that the transaction costs may be greater than anticipated; (x) unexpected outcomes of existing or new litigation involving First Busey; (xi) the economic impact of any future terrorist threats or attacks; (xii) the economic impact of exceptional weather occurrences such as tornadoes, hurricanes, floods, and blizzards. These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. Additional information concerning First Busey and its business, including additional factors that could materially affect its financial results, is included in First Busey's filings with the Securities and Exchange Commission.



Member FDIC





SINCE WE OPENED OUR DOORS,
IT HAS BEEN OUR HONOR
to help generations of families
own homes, **attend** college,
open businesses, **retire** worry-free
AND LEAVE A LASTING LEGACY.

*We thank you for allowing us the opportunity to serve
you, your family and your community for generations.*

150
YEARS



First Busey Corporation

100 W. University Ave., Champaign, IL 61820

217.365.4500 | busey.com | NASDAQ: BUSE

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Busey's Financial Suite of Services:

 Busey®

 firstech

 TREVETT®



April 11, 2017

Tishaura O. Jones, Treasurer
Treasurer's Office
1200 Market Street
Room 220, City Hall
St. Louis, MO 63103

Dear Ms. Jones,

As pursuant to the City Ordinance #64457 concerning financial institutions seeking to be City Depositories, you will find below the information for Item #8 of the request letter. We understand the city's desire for documented and measureable forward-looking commitments; however, we believe our mutual goals can be best accomplished without a formal agreement. After reviewing the contents of item #8 provided in the request letter, we found it helpful in ensuring our efforts were addressing the issues important to the City of St. Louis.

Busey's partnerships with various organizations in the city not limited to but including St. Louis Regional Unbanked Taskforce, Metropolitan St. Louis CRA Association, and the Regional Business Council. Through these organizations, we are able to perform community outreach to the residents of the city of St. Louis to be a resource for all of the financial solutions that we can offer.

Busey offers a retail product called "Credit Builder" which serves the purpose of establishing a positive credit history for consumers with limited and no credit; it also helps to re-establish credit if outstanding credit/collections/judgements have been brought current and satisfied. In conjunction with this retail product, we also offer our "Transition Checking" product which provides customers the opportunity to re-establish themselves with a bank account if there has been an unpaid closure. This product has no minimum balance and offers unlimited check writing.

With 4 of Busey's 13 branches located in low-to-moderate income communities, we recognize the value they provide within their respective communities. We are committed to keeping these branches open and staffed by associates customers have come to know and trust. We can also consider in-person delivery of services in areas where we do not have a branch. In addition, we offer a robust mobile banking product available to serve all communities.

Busey serves many non-profit 501(c)3 that are spread throughout the city of St. Louis. We partner with these organizations to further help fulfill the mission of not only the organization, but to fulfill our dedication to the members of the community through financial education, affordable housing programs and seminars, and access to alternative banking delivery channels.



In addition to mortgage lending, the bank has developed and will continue to maintain lending divisions specifically dedicated to originating small business loans through the Small Business Administration (SBA) program. Busey is a leader in making community development loans with combined origination of over 300 loans totaling approximately \$600 million over the past 5 years. These loans were used to fund affordable housing, revitalization, stabilization, economic development and community services focused on LMI individuals and families and disadvantaged areas. We will continue to actively pursue these types of opportunities to continue to serve our communities through the origination of community development loans. Busey will also continue to partner with organizations such as, but not limited to, the Regional Business Council that support these same initiatives for the betterment of the community.

Busey is also highly dedicated to making strategic investments in the city of St. Louis; one example of this is our partnership with Kipp St. Louis. The bank partnered with Kipp St. Louis on an investment which will help facilitate a new project for the school as 50% of the students are on low income. This investment will also involve Busey associates partnering with Kipp on financial literacy projects as well as anticipated new educators being attracted to the school.

We are excited about continuing to meet the needs of our communities, and are committed to continuing high levels of excellence in servicing our communities in the future. We understand that in order for our organization to be strong, our communities must also be strong. We believe our history in helping communities we work in reflects that idealism. We welcome continued dialogue with the Treasurer's office and its respective offices regarding the needs of the communities and how our institution can help meet those needs.

Best regards,

A handwritten signature in black ink, appearing to read 'Jimmie D. Howlett', written over a horizontal line.

Jimmie D. Howlett
Vice President, Community Development & CRA Officer



April 11, 2017

Tishaura O. Jones, Treasurer
Treasurer's Office
1200 Market Street
Room 220, City Hall
St. Louis, MO 63103

Dear Ms. Jones,

As pursuant to the City Ordinance #64457 concerning financial institutions seeking to be City Depositories, you will find below the information for Item #12 of the request letter. First Busey Corporation (formally known as Pulaski Bank) is a \$8.9 billion financial holding company with thirteen (13) banking centers in the St. Louis Metropolitan Area. Within the city of St. Louis, Busey operates 4 branches.

Over the years including 2017, Busey has continued to participate and partner in several initiatives, programs and educational events within the City of St. Louis. Various activities include, but not limited to, participation within the St. Louis Regional Unbanked Task Force (STRUT), the Metropolitan St. Louis Community Reinvestment Act Association (MSLCRA), Regional Business Council & Young Professionals Network, Homefirst STL, Grace Hill, America Saves Week, and Money Smart Month, T-Rex, and Cultivation Capital.

As a member of the St. Louis Regional Unbanked Task Force, Busey participates in the Bank On Save Up Program for the unbanked and underbanked. Our retail associates are educated on the initiatives for the program in order to go into our community and discuss with members of the community. With this knowledge, our associates are also able to partner with community organizations that serve low-to-moderate income communities and educate on our low-cost bank offerings that can help build credit, budgeting and saving, education on identity theft, and affordable home buying programs. Busey invested \$5000 into this program; aside from Busey's own efforts, the bank partners with Bank On Save Up on the organization's educational opportunities within the City of St. Louis.

Busey is also an active member of the Metropolitan St. Louis CRA Association (MSLCRA). The purpose of the association is to identify the credit needs of the community and actively promote efforts to meet those needs. Busey's representatives participate in several working groups including Poverty Simulation, Speed Networking, and Small Dollar Mortgage project; these working groups are put together to educate not only our associates of member banks but also the members of the community on topics such as understanding poverty, alternative delivery channels, and affordable home buying classes for low to moderate income communities.



Busey also participates in assisting small business owners and entrepreneurs to maintain and increase their capacity, which will result in job creation and promotion of economic development. These are joint efforts between our commercial lenders and the organizations T-Rex and Cultivation Capital, respectively.

Busey Bank also participates in the America Saves and Money Smart Month Initiatives. Each year, Busey associates have presented to different elementary schools within the City of St. Louis, including Meramec Elementary School, Lyon Academy, Clay Elementary School, and Gateway Science Academy. During Money Smart Month, Busey associates provide free financial literacy throughout the communities we serve that cover a variety of topics including affordable home buying, building credit, and budgeting and savings.

Busey is also an active member of the Regional Business Council as well as represented within the Leadership 100 sector of the Young Professionals Network. Through our efforts with the joint organization, we provide mentoring and strategic investments for education reform within the region focusing on disadvantaged youth. We work with organizations such as KIPP St. Louis to help provide financial literacy as well as working with various school districts in the same capacity. Our strategic investments in the RBC helps to ensure better academic outcomes for youth.

Thank you for your consideration in this matter as Busey is deeply involved in the community in support of financial education and empowerment.

Sincerely,

A handwritten signature in black ink, appearing to read "Jimmie D. Howlett". The signature is fluid and cursive, with a large loop at the beginning.

Jimmie D. Howlett
Vice President, Community Development & CRA Officer

TRANSITION CHECKING

In order to continue serving our community, Busey offers a transitional account package to provide products to unbanked customers and help them transition to our standard accounts.

Interest	None
MasterCard® Fees	None – Busey affiliated ATMs, MoneyPass ATMs \$1.00† – non-Busey ATMs, non-MoneyPass ATMs † Additional fees from other bank may be assessed. *ATM Fees are not included in the northern Illinois growth market.
Minimum Balance	None
Minimum Opening Deposit	\$25.00
Monthly Fee	\$2.00 – If enrolled in paper statements. eStatements provided free of charge.
Transaction Limits	No recourse allowed.

Refer to the Transition [FAQ](#) and [individual](#) and [joint](#) opening flowcharts for additional help.

Eligibility

- Customers may have closures due to NSF activity, but not due to fraud.
- Closures may be unpaid, so long as their cumulative total is under \$1,000.00.
- No more than two separate financial institutions may be owed.
- If the amount owed is \$100.00 or less, the customer must pay the closure and provide proof of payment before opening this account.
- If closures are paid, the Transition Checking may be opened on its own. If there are any unpaid closures, the Transition Savings must also be opened, with an automatic transfer put in place to fund the Savings account and pay off the amount owed to the other bank(s).

Requirements

- The customer must provide the account number(s) for any unpaid closures, in order to verify we are paying off the correct account.
- If the exact amount owed is not specified in the ChexSystems reports, the customer must provide it to us via written verification from the financial institution.
- If opening the Transition Savings, the greater of either \$25.00 or 1/12 of the total amount owed must be designated as the amount for the monthly automatic transfer.

Details

- Unlimited check writing, ATM, and debit card transactions.
- Overdraft Advantage® and Bill Pay are not available on this account.
- MasterCard® debit card is available for no annual fee.
 - No instant issue cards may be given on this account.
- Online banking and mobile app are available at no cost, but accounts are set to *View Only*.
- Monthly statements will not contain check images. Images may be viewed in account history on eBank.
- Monthly fee is charged on the statement cut-off date; monthly fee is waived the first month.

TRANSITION SAVINGS

If an unbanked customer is eligible for a [Transition Checking](#) account, and still has an unpaid closure, we will open an accompanying savings account to pay the closure off.

Interest	See current rates On the Level.
Minimum Balance	None
Minimum Opening Deposit	None
Monthly Fee	None
Transaction Limits	No withdrawals or recourse allowed.

Refer to the Transition [FAQ](#) and [individual](#) and [joint](#) opening flowcharts for additional help.

Details

- Interest credited quarterly (on a calendar basis).
- Statements are combined with the linked Transition Checking account.
- There is no recourse on these accounts, and no withdrawals allowed – no exceptions.
- At the time of account opening, an automatic transfer will be set up from the Transition Checking to the Transition Savings account. The amount will be the greater of either \$25.00 or 1/12 of the amount owed.
- Approximately 30 days after the account balance has reached \$100.00, Busey will make a matching deposit of \$100.00. This deposit is reported as interest, and is taxable as income.
- Once the balance of the account is equal or greater to the amount owed to the financial institution(s), Deposit Operations will send a check to the bank(s), and convert the account to an Everyday Savings.
- After the account is converted to Everyday Savings, the automatic transfers will continue until stopped by the customer.