

# D The United DIFFERENCE

Member FDIC



## A Message from the President

With baseball season fast approaching, I was thinking about the players in the MLB that crossed the monumental 3,000 hits over their careers – all had what I will call occupational longevity. What an outstanding list of 33 players! As I thought about the players on this list, many of which I grew up watching in the 70’s and 80’s, all had long careers epitomized by staying healthy and staying constant at what they did. The list is not a compilation of the big homerun hitters of all time, with the exception of a few like Hank Aaron, but a list of hitters who were successful over time hitting singles and doubles.

This reminds me of our customers – the ones who are successful tend to stay constant, willingly adjust while being patient, and focus on what they know how to do well, not trying to overreach. You could say, they lace up their strings and stay after the daily grind over many years. This is especially true in the world of agricultural producers.

Our ag lenders are finishing up renewals for many of our producers. While it is evident there will be higher costs and tighter margins, I am a firm believer that there are many opportunities to be successful and enjoy occupational longevity by hitting a lot of singles and doubles per se, all while doing the things you love. By the way, the all-time leader is Pete Rose with 4,256 hits, of which only 160 were homeruns.

We’re excited about our UBI Beginning Farmer Loan Program we introduced recently. There are some very good features to this program

designed to make sure our beginning farmers have an opportunity for a long career in agricultural production. I invite you to have a discussion with one of our ag lenders about this program. Our ag lenders are also preparing for our upcoming Ag Marketing Seminars on March 12 in Ida Grove and March 14 in Carroll. Professionals from the area will be presenting valuable information on grain and livestock marketing that may benefit your operation.

Speaking of longevity, I want to give a shout out to Cheryl Gosch, our SVP of Data Processing. Cheryl will be retiring in May after a 48-year career at United Bank of Iowa. What an amazing accomplishment! Cheryl has seen many changes over the years, and adapted constantly to those changes while keeping the customer at the forefront of her daily responsibilities. Although we will definitely miss Cheryl around the bank, we want to wish her the best in her retirement.

Another milestone we want to recognize is the upcoming 30th anniversary of our Odebolt and Kiron offices. We have been serving customers in these two communities since May 28, 1994, and are currently making plans to celebrate this milestone in late April.

  
Daniel L. Dotzler  
President & CEO

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## Great News for Smart Choice Customers

Effective March 1, we are increasing the Cell Phone Protection to \$600 per claim (previously \$400) if your cell phone is broken or stolen. The new total benefit amount is \$1,200 per year (previously \$800). Cell Phone Protection is just one of the many BaZing benefits customers receive with their Smart Choice Checking account.

Smart Choice can SAVE you money! With this protection, you may not need the cell phone insurance you have with your phone carrier. If you want to protect your cell phones and learn about all the other BaZing benefits, contact any UBI location and switch to the Smart Choice account.



# TURN A HOUSE INTO YOUR HOME

## FULL SERVICE LENDING

*We have several products to meet your home ownership dreams!*

- Long-Term & Adjustable Rate Loans
- Home Equity Loans
- Home Equity Line of Credit (HELOC)
- New Construction Loans
- Local Servicing
- 100% Financing Option



## Home\$tart

### Down Payment and Closing Cost Assistance

*offered by Federal Home Loan Bank of Des Moines as a partner with UBI*

#### Who can qualify for a Home\$tart grant?

Available to qualifying first-time home buyers based on income and other qualifications.

#### How much grant money may I receive through Home\$tart?

Home\$tart participants may receive up to \$15,000 in grant funds.

#### How do I enroll in Home\$tart?

Visit [unitedbk.bank](http://unitedbk.bank) or contact your local lender to learn more!

NMLS #619193



Calling all local photographers! Pull out your cameras or charge up your phones and help us create our 2025 *Capturing Rural Iowa* UBI calendar. We are looking for 12 GREAT photos that depict life in rural Iowa...do you have what we're looking for? If we pick your photo for our calendar, you will win \$100!

Learn more at [unitedbk.bank](http://unitedbk.bank) or follow us on Facebook!

# FRAUDSTERS

## *The Master Storytellers*



Imagine. You are having a nice night at home . . . surfing the web, shopping online and checking your social media accounts. All of a sudden there is a flashing pop-up message saying there is a major issue and to click on a link or call a number right away. You decide to call the number and there is someone ready to “help” you fix your computer. They have you download some software so they can fix it.

They start out very nice as they figure out “the problem” with your computer. Soon they find you have some very bad things on your PC. Then they threaten to report you to the authorities if you don’t pay them to remove it. They can also see there is fraud in your bank account and they transfer you to your bank’s fraud department to stop the fraud.

The fraud representative at your bank confirms there is fraud and says you must transfer the funds out of the account or you will lose everything. They tell you your local branch may be in on the fraud and direct you to go to the bank and withdraw as much cash as possible. They tell you to make up a story to fool the tellers as to why you are taking the money out since the tellers might be in on it. They also tell you not to tell anyone because there could be a criminal response should you say something! You go to the bank and, sure enough, the tellers and other bank staff start to ask questions. You are persistent that the money is needed for some other purpose and it’s not fraud.

The bank eventually gives you your money and you leave to get further directions from the person on the phone. They direct you to buy some gift cards with half of the cash. They will then ask for the code on the back of the card so they can transfer the funds to your new account. With the other half, they direct you to deposit

it to a bitcoin ATM so they can get to your account as well. You comply with all the directions. After some thought, you realize that YOU have been scammed!

This story, and others like it, occur every day to hundreds of Iowans. Millions of dollars are lost to scammers every year in Iowa alone. People lose their entire life savings, max out credit cards and, in some cases, lose their homes. Fraudsters are master storytellers. They weave a masterpiece of deception, play on your sympathy or scare you with legal action. The stories can be complex and involve many different types of fraud such as the one above. It went from tech support to law enforcement threats to bank impersonation and then the final fraud of gift cards and cryptocurrencies. Here are some tips to stop these fraudsters in their tracks.

- Never call numbers or click on links on pop-ups, emails, social media messages or texts.
- Never allow yourself to be transferred to your bank. Always hang up and call the bank’s number from a trusted source.
- Slow down. Stop. Think. Fraudsters want you to panic.
- Reach out to a friend or family member for advice. Don’t listen when scammers tell you to remain silent.
- Trust your bank officers and staff. We are here to help.
- Never send money via gift cards unless it is for a gift. No legitimate payments are ever made via gift cards or cryptocurrency (such as Bitcoin).





- |             |            |           |               |
|-------------|------------|-----------|---------------|
| Alta        | Cushing    | Kingsley  | Onawa         |
| Anthon      | Denison    | Kiron     | Pierson       |
| Arthur      | Dunlap     | Lake City | Pocahontas    |
| Aurelia     | Fort Dodge | Lohrville | Rockwell City |
| Boone       | Galva      | Lytton    | Rolfe         |
| Carroll     | Glidden    | Marcus    | Sac City      |
| Charter Oak | Harlan     | Moorhead  | Schleswig     |
| Churdan     | Holstein   | Moville   | Storm Lake    |
| Cleghorn    | Ida Grove  | Odebolt   |               |

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# Strong Connections



What does it take to bring a run-down local theatre back to life? A big vision, strong community connections, and a lot of individuals stepping up to do the work!

In 2016 when the Ida Grove Community Foundation took on the task of renovating the local King Theatre, Cheryl Gosch accepted the big role of Treasurer. She had a “soft spot” for the theatre with fond memories of working there in high school and with her banking experience, managing the finances was a good fit. This led to helping with fundraising and countless hours of cleaning out debris, helping with construction, painting, decorating and helping with many fundraisers. Cheryl commented, “The annual caramel apple fundraiser is a community favorite and it takes a lot of people. I’m so proud of our UBI staff . . . this year over 20 UBI employees helped with the project along with a dedicated group of new and repeat community volunteers”. The volunteers made over 1000 delicious apples!

United Bank of Iowa has shown their support of reviving the King Theatre with a generous monetary donation and continues to sponsor movies and special events. We’re very proud of all the employee hours our staff has donated to this beautiful community venue. Owen Bolte, Chairman of the Board, and Sandy Ullrich, Casual Receptionist, are also active members of the foundation board.

Strong community connections between businesses and individuals is what brings great visions to life and the King Theatre is a perfect example! Check out a movie or event at “The King” and, while enjoying your popcorn, look around and appreciate all the volunteer work it took to make it the entertainment destination it is today.



# the Emerald Club

THE  
EMERALD  
CLUB



Wendy Lorenzen  
Emerald Club  
Coordinator

**April 18, 2024 • 4:00**

**Free Movie Day** (*Club Members, no children*)

King Theatre • Ida Grove

RSVP to Wendy 712-367-2291 by April 15

*Movie will be a special showing, not featured show*

**April 24, 2024 • 6:00**

**Card/Game Night** (*snacks and drinks included*)

116 N Keil St • Holstein UBI Office

**April 25, 2024 • 1:00**

**Free Movie Day** (*Club Members, no children*)

Crawford County Cinema IV • Denison

**May 15 or 16, 2024**

**Choose Your Day • Mystery Trip**

**RSVP by March 20, 2024**

Another UBI Mystery Trip awaits you.  
And guess what? I have clues!

The day begins bright and early to start our route.  
As always it will be a learning experience no doubt.

It's a doozy learning about something we use.  
I ask you please don't squeeze it yet.  
As some have spent good money I bet.

Our next adventure leads to a town with its own zip code.  
It's an experience to remember I have been told.  
The wise one said, "do not wear a frown".  
For you have been raised in this solid city town.

We listen and learn about different teaching.  
And hope it spreads beyond the one they are reaching.  
For sometimes we forget about the real world out there.  
And how so many people really do care.

We end the afternoon with a quick little stop.  
Before I say good-bye at your final drop.  
And reminisce about the day that's done.  
And hope your day was fun!

**\$130/person, payment due at sign up**  
*attractions, lunch, dinner and transportation*

**Pick-up locations**

May 15 - Carroll, Lake City, Rockwell City & Sac City

May 16 - Holstein, Ida Grove, Schleswig, Denison & Harlan

## Alabama's Gulf Shores May 31 - June 8, 2024

**Friday, May 31 (D)**

Arrive in Kansas City and tour National WWI Museum and Memorial. Kickoff dinner.

*Overnight • Kansas City, MO*

**Saturday, June 1 (B)**

Breakfast at the hotel. Make our way to Memphis, TN.

*Overnight • Memphis, TN*

**Sunday, June 2 (B, L)**

Tour the National Civil Rights Museum at Lorraine Motel. Visit Sun Studio, "The Birthplace of Rock 'N' Roll". Enjoy lunch as a group and embark on the Elvis experience at Graceland.

*Overnight • Memphis, TN*

**Monday, June 3 (B, D)**

Enjoy breakfast and then make our way to the ocean! Group dinner near the water.

*Overnight • Orange Beach, AL*

**Tuesday, June 4 (B, L)**

Visit Bellingrath Gardens & Home on a 65-acre estate. Then, step aboard the USS Alabama battleship. Take in sunset views on a dolphin cruise.

*Overnight • Orange Beach, AL*

**Wednesday, June 5 (B)**

Enjoy a day of leisure to explore the area amenities. Lounge next to the water, explore state parks, stroll Orange Beach or hop on an airboat.

*Overnight • Orange Beach, AL*

**Thursday, June 6 (B, D)**

It's time to head North! Explore Laurel Mercantile Co. Take in sights of Greenwood, MS and enjoy a group dinner.

*Overnight • Greenwood, MS*

**Friday, June 7 (B, D)**

Start the day with breakfast at the hotel and continue north making it to Bentonville, AR. Visit the Walmart Museum and see where it all began. Gather for a farewell dinner.

*Overnight • Bentonville, AK*

**Saturday, June 8 (B)**

Home to Iowa!

**Pricing, seating is limited:**

**\$3,299/person** double (2 people sharing room with 1 or 2 beds)

**\$4,479/person** single (room for 1 person)

**RSVP and final payment due by March 20, 2024**

**July 23, 2024 • 4:00 - 6:00 pm • Come & Go  
"The Cobb"**

Walk around and view the history of the former Cobblestone Ballroom. It is in the process of being refurbished after being closed for 35 years. The eating area is open and serving pizza.

Pizza buffet included.

RSVP to Storm Lake at 712-732-1620 by July 15.

*Club Members may bring a guest.*

**Cancellation Policy:** Trip cost is not refundable unless a person is available to take your place, we are able to get a refund from the supplier, or trip is cancelled.

**Reminder:** We reserve the right to make itinerary and pickup location changes. Members can invite a guest to any event or trip except the annual luncheon.

# Consider How Assets Can Define a Legacy

Everyone has heard of estates that were tied up for years in bitter probate battles or situations where the donor's final wishes were not translated into the Will or Trust instrument that guided how assets were to be distributed. Don't let that happen to you! Also, you have a choice between making a charitable gift to Uncle Sam, or to people, or causes of your own choosing.

## Things to think about:

- Who should receive your assets? Children, grandchildren, charities, etc.
- When do you want your heirs to receive your assets? Immediately, one year, over several years, etc.
- Does your executor or trustee really want to serve and do they know what to do or when to do the things needed when the time comes?
- Will there be conflicts in the family when one member is chosen as executor or trustee and not the other?
- Will your executor or trustee be prepared for a possible long duration of a trust or an estate?

While estate planning often focuses on distribution of wealth after death, experts say many grantors don't make good use of tax-favored tools that can be used during their lifetime. A consistent approach to making regular small gifts can be a great way to transfer substantial wealth tax-free over time.

Beginning on January 1, 2024, an individual may make gifts in an amount up to \$18,000, in total, on an annual basis to any recipient without making a taxable gift, and married couples,

who elect to gift-split, may annually gift a combined \$36,000 per recipient without making a taxable gift. This is one of the little jewels in the estate planning world. If the recipients invest the money, these gifts can turn into a sizeable amount of money down the road.

Whether it's a Will, a Trust or both, let the professionals at the United Bank of Iowa Trust Department help you. We will work with your attorney to make sure your needs are met. At United Bank of Iowa, *"The Difference is Here!"*

## We are here to help!

Stop at any UBI location and let our experts help you. Contact us today! 712-364-3393

## DON'T FORGET YOUR IRA CONTRIBUTION FOR 2023

It's that time of year when everyone is working on their 2023 tax returns and calculating their retirement contributions. For 2023, the deadline for making a contribution is April 15, 2024. The contribution limits for 2023 for a Traditional IRA/Roth IRA are:

- \$6,500 if under age 50\*
- \$7,500 if age 50 and greater\*
- \*OR 100% of your compensation, whichever is less

Always check with your tax preparer for help in determining which retirement product is best for you and if you meet all the eligibility requirements.

Stop at any United Bank of Iowa office to open a new retirement account or make a contribution. We are here to help you achieve your retirement dreams.

