

The United DIFFERENCE

December 2018

Member FDIC



Message from the President

I am so proud of our employees, who not only take care of their daily job duties, but have a genuine and sincere desire to take care of each other and their customers in more ways than just their banking. I've witnessed the care that one of our tellers takes in helping an elderly customer to their car, our ag lending staff out delivering meals to farmers during harvest, and the compassion and support among the employees when one of them loses a loved one or deals with a family illness. My sincere appreciation for all UBI employees, they are most definitely a primary reason "The Difference Is Here".

Once again the December issue features all the smiling faces of the United Bank of Iowa staff who are here to serve you. You'll see people you grew up with, went to your local high school, attend your church, or serve alongside you in the community. With our continued success and growth, I have not only had the honor of working with many long-term employees but have also had the privilege of meeting all the new hires, watch them develop and gain experience, take on new

responsibilities, and become valuable members of the UBI staff.

Our commitment to quality products and services continues. Here are some new products and services targeted at saving and planning for future financial success that we're very excited about.

1. We are serious about encouraging young families and children to start saving early so we're offering a bumped up rate on our new Ubi Kids Club Savings account for the first \$1,000. Beginning November 1, we began offering this new savings account and a new CD, all for customers age 12 and under.

2. Saving up the down payment for that first home purchase can be a huge challenge. If you or someone you know is hoping to buy a home someday, our new First Time Homebuyers Savings Account might be just the account to help.

3. Are you looking for a tool to help better manage your finances? The recently improved My Finance Tracker service, included with our Online Banking product, will help you with budgeting, tracking

and categorizing your expenses, and setting goals for saving and retirement.

This has been another eventful year throughout the UBI footprint. I would like to once again welcome those new customers in the Aurelia, Cleghorn, and Marcus communities. In February, we moved into our new facility in Glidden, the Denison office is in the final stretch of an extensive exterior facelift, and early in 2019 the Kiron office will be getting an ATM and upgrade to their entrance. The construction of our new facility in Boone is progressing with a tentative completion date in early spring.

Thank you for choosing to bank with United Bank of Iowa. On behalf of the entire staff, we wish you a Merry Christmas and a happy and safe New Year. We look forward to seeing you at our Christmas Open House at all offices on December 7 from 10:00 – 2:00.

Owen

Owen C. Bolte, President & CEO

In This Issue:

- Merry Christmas from UBI
- Christmas Open House
- AgVantage
- Emerald Club



The Perfect Gift
for Christmas

Give the special people on your list the gift of choice with a Visa® Gift Card!

Directors



Front Row: Sharon Godbersen, Lance Moore, Owen Bolte, Ken Van Kekerix, Carol Bresnahan
Back Row: Jack Eggspuehler, Curtis Rupert, Dan Dotzler, Larry Hultgren, Alan Cumming, Steve Vohs

Merry Christmas

FROM ALL OF US AT UNITED BANK OF IOWA

Rockwell City



Front Row: Sarah Jo Reynolds, Christine Sedlacek, Pam Meyer, Ericka Paulson
Middle Row: Melody Collins, Jolene Rasty, Bob Roby, Sally Wenell, Debra Holtorf
Back row: Denise Siefken, Mitch Frank, Sara Block, Paulette Ringgenberg

Churdan



Kim Kersey, Shelly Brus, Eric Happe,
Dena Anderson

Arthur



Front Row: Wendy Lorenzen, Deb Fineran
Back Row: Ardie Buller, Matt Huegerich, Nancy Streck

Kingsley



Susan Petersen, Chet Verschoor, Carol Herbold, Craig Moritz,
Vicki Anstine, Shawn Doran

Ida Grove



Front Row: Taylor Walker, Cheryl Gosch, Janet Mott, Aarika Blunk, Brandi Wagoner, Marcia Cates
Middle Row: Erin Beery, Anita McClain, Mary Davis, Kaylie Plowman, Tyann Juelfs, April Lichtenberg
Back Row: Deb Medema, Calvin Moser, Kristina Luscombe, Karl Wittorf, Jill Hasbrouck, Patrick Ewoldt

Ida Grove



Front Row: Earleen Uhl, Tara Ruble, Marissa Wayt, Dana Meyer, Tasha Ronfeldt, Robin Thornhill
Middle Row: Teresa Lansink, Carol Bresnahan, Josey Gebers, Sheryl Wonder, Kari Siegner, Cory Duff, Cassandra Rohlk
Back Row: Molly Woerdehoff, Val Georg, Kimberly Stehr, Dan Dotzler, Rebecca Delong, Lisa Christiansen

Harlan



Lee Schoof, Brandy Roenfeldt, Randy Bruck, Jordan Schaben, Chuck Obrecht, Stacy Ferry

Boone



Jennifer Lang, Andy Hunziker, Cheryl Savell

Schleswig



Amy Meseck, Ashley Reiser, Alan Weiss, Cammie Georgius, Caleb Schroeder, Lila Bubke

Aurelia



Front Row: Kent Ahnemann
Back row: Cynthia Krause, Ron Rice, Samantha Van Roekel

Dunlap



Sabrena Summerfield, Connie Casperson, Jake Schaben, Jessica Wingrove, Makayla Beeck

Lake City



Alysia Marken, Julie Hicks, Troy Whipkey, Janet Schrad, Faye Huster, Sara Iler, Jackie Schrad

Pierson



Shirley Thompson, Jill Bobolz, Craig Moritz, Heather Gilles, Desiree Roling

Marcus



Judy Means, Ron Rice, Krista Dirks

Ida Grove



Front Row: Jeff Buehler, Abby Ketelsen, Brook Boeckman, Carol Thomson, Bart Thoreson, Julie Modrell
Middle Row: Lisa Witten, Kevin Taylor, Sharon Krambeck, Melissa Jensen, Jean Burns, Brock Boyle, Austin Steinkamp
Back Row: Todd Schultz, Kenneth Van Kekerix, Tyler Roberts, Owen Bolte, Alec Schneider, Kiley Todd

Onawa



Derek Anderson, Christine Kennedy, Susan Burgess, Peggy Archer, Maryjo Skelton, Marilyn Struble, John Streeter

Galva



Front Row: Will Riley
Back Row: Kelly Freese, Steven Radke, Heather Pribble

Storm Lake



Front Row: Peun Sihachak-Khamdaeng, Brooke Groat, Samantha Thompson, Leslie Gomez, Jody Martinez
 Middle Row: Debra Dirks, Stephenie Robbins, Araceli Chairez, Julie Hahn, Yasmin Santizo, Julia Navarro, Carla Lindgren
 Back Row: Suzan Graham, Jacob Schable, Kellen Jacobson, Karen Hartje

Odebolt & Kiron



Front Row: Hannah Brotherton, Taylor Marshall, Brenda Lansinger, Kady Bengford
 Back Row: Carolyn Hoelscher, Neil Sibenaller, Matt Huegerich, Angie Bengford

Charter Oak



Deb Deiber, Marla Raasch, Sarah Weinbrandt, Jay Lally, Beth Maack, Becki Berens

Ida Grove



Front Row: Patti Haack, Michaela Durbin, Angie Wulf, Samantha Bauer, Monita Kelly, Stephanie Konradi
 Middle Row: Melissa Bruning, Jessica Burk, Desirae Durston, Laura Lansink, Alicia Drury
 Back Row: Melonie Petersen, Jenny Steinkamp, Jeff Ullrich, Asger Sorensen, Theresa Boger, Mary Richardson

Holstein



Front Row: Lynette Henry, Amanda Currie, Logan Patterson, Hilary Grundmeier, Sheila Soellner
Back Row: Adam Struck, Kallie Voge, Ron Rice, Sandy Gray, Dylan Bogenrief

Moorhead



Rozz Fundermann, Whitney Reimers

Denison



Front Row: Isabel Baker, Paula Esser, Ken Blair, Paloma Rivas
Middle Row: Paula Ball, Kim Ortiz Salgado, Jean Heiden, Lauren Mohrhauser, Janet Kluver
Back Row: Jennifer Mink, Annie Schrum, Jeff Freier, Karen Koch, Larissa Kuker

Lohrville



Tim Woodward, Eric Happe, Joan Nepple

Ida Grove



Front Row: Waneta Leege, Sandy Sykes, Anita Whitney, Bethany Stangl, Joe Cutshall, Linda Schoenherr
Middle Row: Elizabeth Graham, Pat Bielenberg, Madelyn Juelfs, Sandy Ullrich, Kasey Schwanz
Back Row: Ellen Schable, Evan Thelen, Kayla Clark, Adam Dreeszen, Andrea Ulrich, Carrie Homan

Pocahontas



Hope Radke, Jake Heuton, Heather Schoon, Megan Kischer

Carroll



Front Row: Jenny Pryor, Joyce Brincks, Susan Winker
Middle Row: Ashley Klocke, Dawn Baumeister, Cindy Baumhover
Back Row: Kyler Fehring, Jim Friel, T.J. Pauley, Jeff Nelson

Glidden



Janel Bock, Deana Rothmeyer, Sue Freml, Dave McNamara, Kayla Thielen, Lisa Mahlberg, Mary Jo Toms

Cleghorn



Jamie Tjossem, Greta Petersen, Ron Rice, Sherrie Peck

Fort Dodge



Front Row: Abbey Harvey, Lynne Peterson, Shaunna Abrams
Middle Row: Janice Carlson, Carmen Geis, Amanda Lindstrom, Kathleen Meldrem
Back Row: Mike Biedenfeld, Kathleen Husske, Kerry Viken, Brian Ricklefs

Sac City



Paige Saunders, Beth Hatch, Jeff Neubaum, Hayley Mauer, Sheryl Middleton, Rose Mary Lohff, Carol Hansen

Moville



Jeannie Krueger, Yvette Stratton, Steve Rippke, Erin Bose, Brittany Boyle, Makayla Bruhn



501 2nd Street
Ida Grove, IA 51445

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

www.unitedbk.bank

Christmas Open House

We value the strong personal relationships we've built with our customers and appreciate the loyalty and confidence you've placed in us. Join us as we celebrate with an Open House at all of our UBI locations.

Friday, December 7
10:00 a.m. to 2:00 p.m.

Stop in for refreshments and pick up a 2019 calendar. We sincerely appreciate your business and look forward to serving you for generations to come.

the Emerald Club

THE
EMERALD
CLUB



Wendy Lorenzen

Emerald Club
Coordinator

MERRY CHRISTMAS!

Thank you again for a fun-filled year of events, trips and activities with the Emerald Club! We appreciate your business, loyalty and friendship.

December 7, 2018 • 10:00 - 2:00

Christmas Open House
All United Bank of Iowa Offices

February 2019

Pie Day at the following UBI locations:

Wednesday, February 13

Charter Oak office • 10:00 - 2:00

Moville Fire Station • 1:00 - 3:00 • BINGO

Thursday, February 14

Carroll office • 10:00 - 1:00

Denison office • 10:00 - 1:00

Fort Dodge office • 1:00 - 3:00

Moorhead office • 10:00 - 2:00

Friday, February 15

Schleswig office • 10:00 - 3:00

Wednesday, February 20

Kingsley Rhode Fellowship Hall • 2:00 - 4:00
BINGO

Thursday, February 21

Pierson office • 2:00 - 3:30

REMINDER: We reserve the right to make itinerary and pick-up location changes. Members can invite a guest to any event or trip except the annual luncheon.

Alaska June 14 - 21, 2019

Friday, June 14

Welcome aboard!

Omaha flight departure.

Overnight • Fairbanks, AK

Rivers Edge Resort

Saturday, June 15 (B,D)

Self guided tour of University of Alaska Museum. Sternwheeler river boat cruise. Salmon-bake dinner.

Overnight • Fairbanks, AK

Rivers Edge Resort

Sunday, June 16 (B)

Motor coach will climb through the magnificent mountains en route to Denali National Park.

Overnight • Denali National Park, AK

Denali Grizzly Bear Resort

Monday, June 17 (B)

Driving tour of the pristine wilderness of Denali National Park in search of bear, moose, caribou and Dall sheep. Bring your camera!

Overnight • Denali National Park, AK

Denali Grizzly Bear Resort

Tuesday, June 18 (B,D)

Board the Alaska Railroad Denali Star Streamliner for Anchorage. Reserved seats for dinner aboard the dining car of the Denali Star en route to Anchorage.

Overnight • Anchorage, AK

Clarion Suites

Wednesday, June 19 (B)

Guided city tour of Anchorage. Self guided tour of Alaska Native Heritage Center.

Overnight • Anchorage, AK

Clarion Suites

Thursday, June 20 (B,L,D)

Scenic ride to Exit Glacier Nature Center. Half day at glacier and wildlife cruise of Kenai Fjords.

Overnight • Anchorage, AK

Clarion Suites

Friday, June 21 (B)

Fly back to Iowa

Pricing:

\$5,945/person

single occupancy

(1 passenger in private room)

\$4,865/person

double or twin occupancy

(2 passengers sharing room with 1 or 2 beds)

\$1000 due at sign-up

Deadline March 1, 2019

****Additional Departure Date:**

June 24-July 1 (following same itinerary)

B=Breakfast L = Lunch D=Dinner (Included in price)

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

 **UNITED BANK**
of IOWA
The Difference is Here!
Member FDIC



Do you remember doing your first financial statement? I remember mine. I just graduated from college, was trying to establish financial goals, and needed a starting point. After

compiling my assets and liabilities, I glanced down at my net worth and remember saying to myself, "Wow! I have my work cut out for me." Like with anything in life, you need to start with honesty and accuracy. If you're not completely honest with yourself, you can't achieve the potential end results.

Now I was determined to improve my financial situation. Who would have thought paying for college and a car was so expensive? I budgeted, began retiring debt at an accelerated pace, and started building a savings account for a down payment on my first house. A year later I completed another financial statement and saw some significant changes. The difference between the net worth on the first and second statements is what we refer to as your *earned change* for the year.

All of our lenders at UBI not only prepare financial statements for our customers, they also prepare financial trend analysis which shows the comparables and changes from each statement year to year. If done properly, the statement will show how the overall *cash equity* changed in your operation. One of the first things you learn in becoming a lender is a simple phrase. What pays loans? Cash pays loans. The earned change on a trend analysis is a measuring tool many people might overlook. It is a simplistic way to help guide you in your operation to obtain goals and measure your overall equity growth.

Since the key in these equations is measuring the change of cash equity in your overall operation, you will be able to see how things move on your financial statement from one

category to another. You can break assets and liabilities down into three subcategories: currents, intermediates, and long-term. Within a given year, cash will move from one category to another. Sometimes people prefer to adjust the value of certain assets, especially in the machinery and equipment (M&E), and land values categories. When adjustments are made for a *paper change* in value, it can distort the cash equity change that we evaluate when viewing the overall earned change. I'm not saying this is wrong since everyone completes a financial statement a little bit differently. If you want to obtain a *true equity* or *cash change* within your operation, you should look at leaving the paper change consistent from year to year so you can see a more accurate change. If you want to make changes to reflect true market values on your M&E and real estate, it is perfectly acceptable. You will need to remember to adjust those paper changes when comparing your current financial statement to the previous year. This will reflect an accurate earned change.

At times throughout the year, people ask me how they compare to other operations. It's hard to compare apples to apples with others, however your earned change is one way to self evaluate or obtain a personalized report card on the health of your financial strength.

As you read this article, please remember the staff at UBI is focused on creating and maintaining personalized relationships with our customers. Part of what we do is to help coach and guide individuals to achieve their financial goals.

Watch for information on a presentation we will be hosting in February on Farm Succession Planning featuring speaker, Dr. Ron Hanson. This topic, along with understanding your earned change, will help guide your farm legacy to future generations.

Jim Friel
V.P. Regional Branch Manager
Carroll Office



**Iowa's
#1 Ag Bank
14 years!**

We're Committed to Agriculture!

Coming soon - Succession Planning Seminar

Ag customers often ask for advice on how to transfer their family farm operation on to the next generation. Knowing this is very important and requires professional advice, we will be hosting seminars featuring speaker, Dr. Ron Hanson, an expert on this topic. Seminars will be held in Ida Grove, Denison, and Rockwell City in early February.

Watch your mailboxes for more information.