

# D The United DIFFERENCE

June 2023

Member FDIC



## A Message from the President

There has been a lot of news about banks in the media recently so I thought it would be appropriate to share some information about United Bank of Iowa's financial position. I am proud to report that United Bank of Iowa is doing very well and is financially strong overall. The following bank metrics substantiate our soundness and commitment to our communities, customers, and staff.

**Growth** – United Bank of Iowa has grown approximately 10% annually over the past four years. This measured growth is largely due to a diversified and local deposit portfolio and continues to grow.

**Capital** – The bank's capital position is strong. As of March 31, 2023, our Tier I capital was approximately 9.5% and our total capital with reserves is over 10.6%. This is very strong by bank regulatory standards and considered well capitalized.

**Loans** – We continue to make loans in our market area. Our loan portfolio is comprised of home, consumer, farm, and business loans in our trade territory. United Bank of Iowa continues to participate in guaranteed loans with the Small Business Administration, USDA Rural Development, and Farm Service Agency. These products allow additional flexibility and have resulted in our continued ability to grow our portfolio in a sound manner. Overall, our customers are doing well and we strive to make sure the products or loans we offer fit into the cash flow and profitability equations of our customers. One area our loan and investment portfolios have not entered is cryptocurrency lending or cryptocurrency investing; we simply have not done it.

**Liquidity** – United Bank of Iowa continues to be liquid and we have managed our backup resources to ensure we are able to provide credit in our community where and when it is needed. Our management team monitors this regularly, testing and retesting, to make sure we maintain a safe posture.

Managing interest rate margins has been challenging with the extreme, fast pace fluctuations of interest rates in the market, as I am sure it has also been challenging for some of our loan customers. We have managed through these market movements and will continue to serve your needs for the long term.

April marked Community Banking Month, a nationwide celebration recognizing the many contributions community banks make to their customers and communities. United Bank of Iowa strives to develop strong connections that benefit our customers and the community. It is very important to support the success and future of our businesses, schools, hospitals, cities, fire departments, and other organizations that work to improve various needs and services within our communities.

We continue to invest in municipal bonds within our trade area that support projects for improved facilities and infrastructure upgrades. For example, it is important for kids to have up-to-date school facilities, and for you to have modern medical facilities available. United Bank of Iowa has participated in numerous school improvement and hospital renovation or construction projects. Some financial services companies do not feel this is important and provide very little support. As a community bank, we want our local organizations to be strong and their services available when you need them. Our commitment to our communities is a direct result of the strong connections and support from our loyal customers. We appreciate your business!

Lastly, I want to recognize Ken Van Kekerix on his retirement, effective May 31. During his 36 year tenure with the bank, Van Kekerix served as Chairman of the Board, President & CEO of United Bank of Iowa, as well as President & CEO of Ida Grove Bancshares, Inc. Throughout his career, Van Kekerix provided strong leadership, strategic vision, and expertise in lending and management. On behalf of all the staff, I want to wish Ken a very happy retirement. Owen Bolte, former President & CEO of United Bank of Iowa, will replace Van Kekerix as Chairman of the Board of United Bank of Iowa and President & CEO of Ida Grove Bancshares, Inc. Please visit our website at [unitedbk.bank](http://unitedbk.bank) to read the full press release.

Thank you for being a United Bank of Iowa customer and trusting in us!

Daniel L. Dotzler  
President & CEO

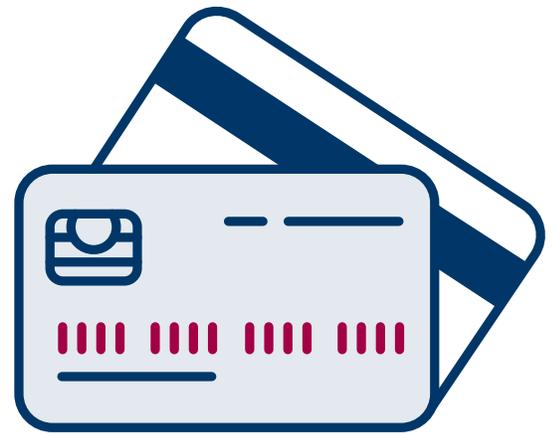
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- Farm Management
- 2023 Scholarships

# Coming Soon...

# *Instant Issue*

# Debit Cards



Soon you will be able to pick up an Instant Issue debit card at a United Bank of Iowa location instead of waiting for it to arrive in the mail (consumer accounts only). When you open a new checking account or if your debit card is lost, stolen, broken or you simply need your name changed, we can process an Instant Issue debit card right here at the bank. This will allow you to receive your debit card much quicker and you may not have to wait for it to arrive in the mail.

#### Here's how it works:

Most UBI locations will have the capability to create a new card and have it activated later that same day. Some UBI locations will need to have a neighboring UBI office create your card and you can pick it up at that location or wait a few days to have it routed back to your local UBI office.

The Instant Issue Debit Card will have the same features as your current debit card:

- MasterCard logo
- Contactless
- Compatible with Apply Pay, Samsung Pay and Google Pay
- Expiration of 36 months; you will receive a new one in the mail before that time is up

NOTE: Instant Issue debit cards are for new cards and replacement cards. If you currently have a UBI debit card, you do not need to contact us for a new card when your card is close to the expiration date. Renewals for existing cards will continue to be processed through the mail and you will receive your new card shortly before your card expires.

## Announcing...

# ISPY UBI!

## FACEBOOK CONTEST



*Do you spy UBI?*

Every Tuesday throughout the month of June, we will be posting a photo of UBI swag (soft-sided cooler, tumblers, grilling tools) taken at an undisclosed location somewhere in our 35 communities. Facebook followers will be asked to correctly identify the location where the photo was taken. Each person who correctly identifies the location by the deadline will be entered into a random drawing to win the items in the photo and \$100 cash. The winner will be notified via Facebook Messenger and can pick up their gift at the UBI location of their choice.

Follow the UBI Facebook page so you are ready to play!



As I'm writing this, over the last weekend we had a bad hail storm in Carroll with golf ball size hail and reports of hail measuring three inches. No matter how hard we try to eliminate risk, we will always have something we cannot

prevent. There are products available today to assist in minimizing risk or specific categories of risk. Although we will never be 100% covered, we can protect most aspects that could cause financial harm to us and our operation.

Risk protection is one of the key elements in any industry, including banking, where we have a number of different types of risk including intrinsic risk, interest rate risk, economical risk, collateral risk, and liquidity risk.

In your operation, what risks do you have and which ones can you control or hedge? What about outside your operation in your personal life? Think about the risk measures you have that you can mitigate or control.

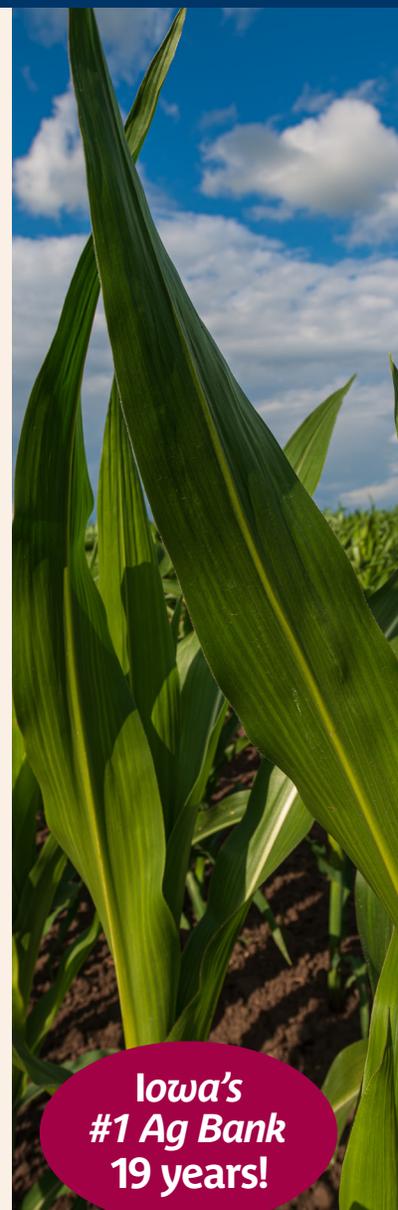
With recent inflation, the cost of goods and materials is still elevated. Now would be a good time to make sure you understand what coverages you have in place and visit with your insurance professional to be certain you have adequate coverage for your property and casualty. Make sure real estate improvements, as well as any machinery and equipment upgrades or trades, are covered in case you experience a catastrophic event.

One risk that can impact your personal life and operation is the loss of an individual. I remember purchasing my first life insurance policy and years later purchasing my children's first life insurance policies. There are so many emotions when making these decisions. You hope you never have to use it, you wonder how you're going to cover this expense in the budget, and you start second guessing whether you picked the right type of product. As life goes on, you learn to adjust and find your risk tolerance. Everyone's view on insurance, especially life insurance, is different. I encourage you to visit with your life insurance agent who will have software available to run various scenarios to assist in developing a plan tailored to your individual situation and meet the needs of you and your loved ones.

As you are reading this article and thinking about your own operation, please know the staff at UBI is here to help and answer your questions. We are fortunate to have experienced individuals who have a long track record in helping with wealth management, estate planning, and trust services. Feel free to contact your lender if you would like to meet with our team to discuss your needs and wishes.

On behalf of the staff at UBI, have a great summer and we look forward to seeing you at our local county fairs.

Jim Friel  
V.P. Regional Branch Manager  
Carroll Office



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

**We're Committed to Agriculture!**

## See What Our Customers Are Saying!



"It's nice to have a good, steady relationship with our bank and lenders. United Bank of Iowa is very competitive and has allowed us access to capital. We appreciate the convenience they offer and will continue to bank with UBI."  
- Dan and Joe Davis  
(pictured with UBI lenders Sarah Beery and Matt Fitzpatrick)

For the rest of the Davis testimonial, and others, go to our website, [www.unitedbk.bank](http://www.unitedbk.bank).



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	

**unitedbk.bank** 

## UBI Scholarships

### Class of 2023

We would like to congratulate all of the 2023 graduates. The following were recipients of a United Bank of Iowa scholarship:

Carter Black, Moville  
Kaitlyn Bruhn, Schleswig  
Lane Carlson, Storm Lake  
Kiara Dutler, Holstein  
Mikaylee Edwards, Correctionville  
Tyler Erpelding, Aurelia  
Jacob Gerdes, Pomeroy  
Bobby Gross, Dunlap  
Derek Groth, Marcus  
Payton Henningsen, Westside  
Karli Herrstrom, Boone  
Reigny Lile, Sac City

Haley Lux, Carroll  
Jacob Marxen, Fort Dodge  
Kyler Mattson, Alta  
Eein McKinley, Onawa  
Brady Melby, Moorhead  
Paige Melohn, Pocahontas  
Lauren McLaughlin, Defiance  
Evan Neumann, Kingsley  
Drew Oberreuter, Danbury  
Tatum Oldham, Ida Grove  
Harrison Price, Alta  
Jarret Roeder, Arthur

Ashley Rosener, Mapleton  
Kylee Schleisman, Lake City  
Carson Seuntjens, Kingsley  
Elysia Smith, Lake City  
Emma Stream, Churdan  
Josie Thompson, Rockwell City  
Kaitlyn Tigges, Carroll  
Alexandra Tiernan, Fort Dodge  
Branden Whited, Marcus  
Dayne Winkel, Holstein

#### PARTNERSHIP LOANS

We work with Iowa Student Loan<sup>®</sup> to offer supplemental private student loans to help you pay for college.<sup>1</sup>

The Partnership Advance Education Loan<sup>®</sup>:

- Provides terms/conditions upfront, so you know what you're getting before you apply
- Features fixed and variable interest rates
- Make principal and interest payments, interest-only payments or defer payments while you attend school
- Offers benefits such as an interest rate reduction and cosigner release

**Go to [www.unitedbk.bank](http://www.unitedbk.bank) for more information.**

<sup>1</sup> United Bank of Iowa is compensated by Iowa Student Loan for the referral of Partnership Loan customers



# the Emerald Club

THE  
EMERALD  
CLUB



Wendy Lorenzen  
Emerald Club  
Coordinator

**June 21, 2023 • 1:00**

**Free Movie Day** (*Club Members, no children*)  
Vista 3 • Storm Lake

**July 27, 2023 • 7:00**

**Free Movie Night**  
(*Club Members & one guest, no children*)  
Holstein State Theatre • Holstein  
A classic movie with refreshments.

**August 9, 2023 • 1:00**

**Free Movie Day** (*Club Members, no children*)  
King Theater • Ida Grove  
RSVP by August 2 to Arthur office.

**August 22, 2023 • 5:00**

**Supper and Bingo • Merville**  
*Merville Community Center, 815 Main Street*  
RSVP by August 15 to the Merville, Kingsley,  
Pierson, Anthon or Cushing offices.

**Fall Supper**

**September 19 • Denison • 5:30 pm**  
*First United Methodist Church, 113 S 14th Street*  
Catered meal with program to follow.  
RSVP by September 14 to the Denison office.

**Fall Luncheons**

**September 21 • Rockwell City • Noon**  
*Church of Christ, 850 Tonawanda St*  
Catered meal with program to follow. RSVP  
by September 14 to Rockwell City, Lake City,  
Lytton, Pocahontas, Rolfe or Sac City offices.

**October 12 • Ida Grove • Noon**  
*Sacred Heart Catholic Church, 800 N Main*  
Catered meal with program to follow.  
RSVP by October 6 to any UBI office.

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.

## Nashville Trip September 5 - 10, 2023

**Tuesday, September 5 (L, D)**

Relax and enjoy your journey to Nashville! Stop in Cedar Rapids for a yummy lunch at Zeppelin's Bar & Grill. Arrive in St. Louis for a tour of Busch Stadium, home of the St. Louis Cardinals. I hope you're hungry; we have a finger lickin' meal planned for you at Sugar Fire BBQ.

**Overnight • Drury Plaza at the Arch St. Louis, MO**

**Wednesday, September 6 (B, L, D)**

Breakfast buffet at the hotel. Next it's on to the smallest National Park in America, the St. Louis Arch National Park. Ride to the top of the Arch for a breathtaking view and then visit the Museum at the Gateway Arch. Next stop is Paducah, Kentucky, for lunch and then on to Nashville for a "Welcome to Nashville" group meal.

**Overnight • Hyatt Place Hotel Nashville, TN**

**Thursday, September 7 (B)**

Enjoy breakfast at the hotel, then our expert local guide introduces us to everything Nashville: Music Row, Vanderbilt University, Ryman Auditorium, Tennessee State Capital, and so much more! Lunch on your own at the epic Assembly Food Hall in the heart of downtown.

Next is the Country Music Hall of Fame Museum with exhibition galleries, archival storage, retail stores, and the CMA Theater and Ford Theater. If your favorite musician is appearing, tickets could be available for same-day performances. Explore Nashville the rest of the day and enjoy dinner on your own.

**Overnight • Hyatt Place Hotel Nashville, TN**

**Friday, September 8 (B, D)**

Enjoy breakfast and then a visit

to the charming city of Franklin, Tennessee – a southern town steeped in Civil War history. Explore the history of Carnton Plantation & Field Hospital, McGavock Confederate Cemetery, and the Carter House.

Enjoy time on your own to explore the quaint town square area – antique shops, gift stores, art galleries and boutiques. Lunch on your own. In the evening, a delicious "farewell" dinner at Paula Deen's. Then on to the World-Famous Grand Ole Opry, in its 98th year of showing off the best of country music.

**Overnight • Hyatt Place Hotel Nashville, TN**

**Saturday, September 9 (B, D)**

After breakfast, we say farewell to Nashville. Next stop is at the oldest farmers market west of the Mississippi – St. Louis' Soulard Market. Awesome lunch options, as well as produce, spices, and market goods. Group dinner in Quincy, Illinois.

**Overnight • Holiday Inn Quincy Quincy, IL**

**Sunday, September 10 (B)**

Enjoy breakfast and then we journey home. Lunch and breaks along the way.

**Pricing, seating is limited:**

**\$2,495/person** double (2 people sharing room with 1 or 2 beds)

**\$3,150/person** single (room for 1 person)

**\$2,273/person** triple or quad (3-4 people per room with 2 beds)

**Deposit:**

\$1,750 per person deposit due at booking

**Final Payment:** 8/1/2023

**RSVP by July 3, 2023**

**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.

# Let **OUR** farm management department assist **YOU**

The United Bank of Iowa Farm Management Department is a comprehensive farm management service for landowners. Our Farm Management Department performs general management duties as well as farm inspections, reports to the landowner, grain marketing and much more.

## GENERAL MANAGEMENT DUTIES

- Tenant selection or termination, if needed
- Lease reviews and renewals - annually
- Consultation with tenants concerning:
  - Seed varieties, chemicals, fertilizer and soil testing analysis
  - Philosophy to maximize yields by cost effective methods with consideration to new technology
- USDA program sign-ups and reporting
- Insurance needs: crop, hail, property and liability
- Daily review and payment of bills, income receipts, and recordkeeping
- All funds maintained in interest-bearing accounts

## FARM INSPECTIONS

- Buildings: appearance, general repairs and improvements
- Crop conditions: weed problems, population and weather
- Conservation and stewardship
- Grain inventories
- Tenant conferences

## REPORTS - ANNUALLY OR AS DEEMED APPROPRIATE

- Summary of income and expenses
- Itemized activity report
- Grain inventories and marketing
- Per acre crop expenses - crop year
- Tax information provided to accountant, if desired

## GRAIN MARKETING - IF CROP SHARE LEASE

- Markets monitored daily
- Current and forward positions
- All grain stored on farm, warehouse receipt, or price later by approval
- USDA programs

You may utilize as many of the services that fit your situation. We have a very active Farm Management Department ready to guide you to the right farm management services customized just for you. You can enjoy the peace of mind knowing your farm operation is well managed. Contact any United Bank of Iowa office if we can be of service to you.

**CALL US TODAY!**



**Sandy Sykes**

**Neil Sibenaller**