

The United DIFFERENCE

December 2020

Member FDIC



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Message from the President

This is normally the time of year to look back and take inventory of the year's accomplishments. However, if you're like me, you're ready for 2020 to be over and you're looking forward to 2021 and the promise of what is ahead.

January 1, 2021, will be the 25th anniversary of our name change to United Bank of Iowa. Since 1996, it has been a great experience for me to be a part of bringing "The UBI Difference" to 29 Iowa communities. Much of this issue features pictures of our staff, many of whom have played key roles in our growth over the years. The longevity of our staff, many who were here when we changed our name, reflects our commitment to the UBI customers. You'll also notice many new faces. It's rewarding to hire fresh talent with new ideas and watch them grow into rewarding careers in their respective roles.

It's always exciting to make improvements to our facilities. We are especially looking forward to a remodeled Alta facility sometime in 2021. The remodel will include the addition of drive-up banking services for our Alta customers.

USDA payments in 2020 received by both grain and livestock operations will help many producers avoid what could have been a much more serious year-end financial shortfall. It's encouraging to see prospects of over \$4.00 corn and \$10.00 soybeans available in 2021. These price levels may offer grain producers the opportunity, with the yields we are accustomed, for some profitability. Heading into the new year we still need to see some improvement in livestock prices to better support livestock operations.

A unique challenge in 2020, created by COVID-19, was the opportunity to lead our customers through the challenging economy of 2020 with

the Paycheck Protection Program (PPP). United Bank of Iowa staff put in long hours to assist 1,291 business customers with over \$43 million in PPP loans. This program allowed business customers to continue to pay their employees during the COVID-19 economic shutdown. For some businesses, it simply meant they could keep their doors open.

A final comment or two about the COVID-19 pandemic. We all have fatigue from dealing with COVID-19. The winter of 2020-2021 will no doubt continue to test our will and our emotions as it continues to impact our daily lives. I'm both encouraged and confident that we will see continued strides in both treatment and prevention of the virus in the first nine months of 2021. With that, we should see a more permanent return to normalcy by the end of next year. Once again, a huge thank you to all our customers for their patience and flexibility as we work together to serve you and manage through to a better time.

With the current COVID-19 environment in Iowa, the health and safety of our customers, employees, and communities remains top priority. With that in mind, we have made the unfortunate decision not to have our Christmas Open House this year. Although we will miss hosting you for lunch and expressing our appreciation for your business, there will be better times ahead for us to gather.

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 in 2021.

Owen

Owen C. Bolte, President & CEO

Pick up a 2021 Calendar

It's time to get ready for the new year! At your convenience, stop at your nearest UBI location and pick up a 2021 calendar. As in the past, you can choose from three style options. They will be available in the lobby and at the drive-up for your safety and convenience.



I think we can all agree this has been a unique and, at times, challenging year. Given the circumstances we have been facing with COVID-19, the election, and other economic uncertainty, much of our time has been focused on short-term objectives and handling each concern day by day. In order to maintain a level of success, it is important to

not only look at short-term goals but to also focus on long-term objectives. Now is a great time to evaluate your long-term plan, which may be a vision or an actual strategy, and often involves succession planning with the next generation. Please take the necessary time to communicate your thoughts and ideas with your family and business partners.

It is also important to remember long-term planning goes hand in hand with budgeting and profitability. In the next few months, set aside some time to visit with your lender on future changes that might take place with your operation and discuss your "what if" ideas. During this strategy discussion, your lender can prepare cash flows to help see the big picture and give clarity to the long-term vision of your operation.

The staff at United Bank of Iowa is committed to your family farm and family business and understands our success comes from your success. Our staff has the experience and tools you need from a financial provider to help achieve your long-term goals. One of the things I'm proud to mention is that United Bank of Iowa is Iowa's #1 Ag Bank and has been for the past 16 years. What does this mean to you? You have

a trusted partner, dedicated to helping you realize financial success for generations. You can count on us to work closely with you to provide the right financing package, including FSA, SBA, and Iowa Finance Authority options.

Switching gears a bit, I want to mention a couple key services in case you haven't tried them yet.

1. Mobile Banking. Our customers love this product, especially the mobile deposit feature offering the convenience of depositing checks with your cell phone. This can come in handy when you can't make it to the bank and it can really save you some time!

2. Website Ag Page. Our website was designed with ag customer needs in mind including a tab specifically for agriculture. You will find up-to-date news articles, weather information, and local grain prices from all the co-ops and ethanol plants in your area at a click of a button. It's a great resource to use daily – you'll want to check it out.

On behalf of the ag department at United Bank of Iowa, I wish all of you a Merry Christmas and Happy New Year. Thank you for allowing us to be a part of your business and family operation. We truly enjoy the relationship we have built with you over the years, and look forward to many more years ahead. Stay safe, and best wishes in 2021.

Jim Friel
V.P. Regional Branch Manager
Carroll Office

UBI Customer is a Shazam Winner!



Congrats to Paula Suanes from Storm Lake who was a winner in Shazam's third quarter debit card promotion. She was presented a \$50 gift card from Jake Schable, Storm Lake Office Manager.

Shazam, our debit card provider, sponsors a promotion each quarter for debit card customers of the 1,200 banks they serve. The theme for Shazam's current promotion is "Level Up." The grand prize is a \$500 arcade game and eight other winners will receive \$50 gamer gift cards. Every time a customer uses their debit card for purchases, they are automatically entered for a chance to win. The more you use your debit card, the better chance you have to win.

the Emerald Club

THE
EMERALD
CLUB



Wendy Lorenzen

Emerald Club
Coordinator

*Good company in a
journey makes the way
seem shorter.*

Greetings to all Emerald Club Members!

For those of you who enjoy traveling with the Emerald Club, thank you for understanding our decision to keep your health and safety a priority and hold off on taking trips during the COVID-19 environment. The travel world has not opened up enough for me to feel safe taking you places yet; however, I sure hope and pray that in time we will be traveling and gathering together again. I look forward to finding more beautiful scenery and hidden away little places that we can explore together.

November is a time for being thankful and I am so thankful for the times I have gotten to spend with you during Emerald Club events and trips. It warms my heart to look at pictures from previous Emerald Club trips and gatherings. Thank you for the phone calls that I have been receiving lately . . . hearing from my customers makes my day!

December is a time to reflect back on the year and 2020 is one none of us will forget. There have been joys for some during this craziness as well as pain and sorrow for others. I want you to know I am always just a phone call away and would love to visit with you. I close this note with some words from one of my travelers that sums up perfectly how I feel and how much you all mean to me:

“Wendy, you pour your heart into taking care of us on these trips and our safety is so important to you. I know when the time comes for us to travel together again, you will be standing at everyone’s doorstep jumping for joy, giving us those hugs we miss so much, and shouting, “pack those bags here we go”.

May you find PEACE, JOY and HOPE in 2021. Miss you all.

Wendy

The Perfect Gifts for Christmas

Give the special people on your list the gift of choice with a Visa® Gift Card. Purchase them at any UBI location and make your shopping easy.



THE EMERALD CLUB		Emerald Club Travel Certificate	
To: <u>UBI Emerald Club Member</u>	Amount	<div>\$ _____</div>	
From: <u>Family Member or Friend</u>			
<u>UBI Employee</u>	<u>Christmas 2020</u>		
<small>Signature of United Bank of Iowa Employee</small>	<small>Date of Purchase No expiration date</small>		

For Emerald Club members, give the gift of travel with an Emerald Club Travel Certificate. When we are able to travel again, you will be ready to go!

Merry Christmas

FROM ALL OF US AT UNITED BANK OF IOWA

Directors



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

Schleswig



Amy Meseck, Lila Bubke, Alan Weiss, Loretta Bendon,
Caleb Schroeder, Cammie Georgius, Jaden Schug

Lohrville



Tim Woodward, Eric Happe, Joan Nepple

Ida Grove



Front Row: Melissa Freese, Linda Schoenherr, Sandy Sykes, Anita Whitney, Madelyne Brimeyer, Earleen Uhl
Middle Row: Kasey Schwanz, Kennadie Klein, Summer Beery, Melissa Langbein, Sandy Ullrich, Cassie Rohlk
Back Row: Joe Cutshall, Andrea Ulrich, Shawnee Christensen, Chyenne Mortenson, Julie Modrell, Ellen Schable

Aurelia



Front Row: Cynthia Krause, Julie Bohnenkamp, Midge Hill
Back Row: Ron Rice, Kent Ahnemann, Samantha Van Roekel

Moville



Elizabeth Rodasky, Jeannie Krueger, Steve Rippke, Tricia Nelson,
Xander Doucette, Erin Bose, Brittany Boyle

Fort Dodge



Front Row: Abbey Harvey, Samantha Foster, Janice Carlson, Rachel Lavender
Middle Row: Amanda Lindstrom, Jackie Zwiefel, Kathleen Meldrem, Shaunna Abrams
Back Row: Mike Biedenfeld, Kathleen Husske, Bill Delaney, Kerry Viken

Lytton



Christine Pierce, Asger Sorensen

Galva



Steven Radke, Kelly Freese, Will Riley, Heather Pribble

Rolfe



Tina Joens, Sherri Wagner, Brian Ricklefs, Lynn Johnson,
Jennifer Trenary, Laura Smith, Clay Wells

Carroll



Front Row: Jenny Pryor, Amber Jacobs, Cindy Baumhover
Middle Row: Pamela Killpack, Carly Brown, Sadie Harlow, Adam Wuebker
Back Row: T.J. Pauley, Jim Friel, Jeff Nelson

Moorhead



Deanna Sorensen, Rozz Fundermann, Whitney Reimers

Storm Lake



Front Row: Becky Blackman, Carla Tarin, Peun Sihachak-Khamdaeng, Sabrina Mendoza, Carla Lindgren
Middle Row: Jody Martinez, Yasmin Santizo, Brooke Groat, Samantha Thompson, Araceli Chairez, Yazmin Medel
Back Row: Daryla Lockwood, Jake Schable, Kellen Jacobson, Karen Hartje, Suzan Graham (not pictured: Debra Dirks)

Harlan



Lee Schoof, Jordan Schaben, Stacy Ferry, Basil Scheuring,
Chuck Obrecht, Brandy Roenfeldt

Anthon



Allison Hoy, Camille Cloud, Matt Fitzpatrick,
Crystal Woods, Sarah Beery

Ida Grove



Front Row: Marcia Cates, Janet Mott, Cheryl Gosch, Erin Beery, Bryce Teague, Taylor Walker
Middle Row: Carol Bresnahan, Anita McClain, Mary Davis, Kaylie Koch, Jessica Burk, Christina Lange
Back Row: Marcus Prell, Patrick Ewoldt, Jill Hasbrouck, Karl Wittorf, Deb Medema, Calvin Moser

Lake City



Austin Steinkamp, Alysia Marken, Janet Schrad, Faye Huster, Sara Iler, Troy Whipkey, Jessica Goodman, Jackie Schrad

Cushing



Brooke Joy, Sheila O'Connell, Tyann Juelfs

Holstein



Front Row: Lynette Henry, Hilary Grundmeier, Monica Wellendorf, Julie Anderson
Middle Row: Kallie Voge, Amanda Currie, Air Flynn, Sandy Gray
Back Row: Dylan Bogenrief, Ron Rice, Noah Peterson, Pamela Lukins

Arthur



Front Row: Deb Fineran, Lauren Mohrhauser
Back Row: Wendy Lorenzen, Nancy Streck, Ardie Buller

Charter Oak



Marla Keating, Beth Maack, Jay Lally,
Becki Berens, Sarah Weinbrandt

Ida Grove



Front Row: Brook Boeckman, Briar Holtorf, Jeff Buehler, Lisa Witten, Tyler Roberts, Todd Conover
Middle Row: Sharon Krambeck, Carol Thomson, Brock Boyle, Jean Burns, Kevin Taylor
Back Row: Kayla Clark, Todd Schultz, Kiley Todd, Brent Rohlk, Owen Bolte, Ken Van Kekerix

Onawa



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

Alta



Jessica Sechler, Tracy Simons, Julie Hahn,
Angelique Anderson

Rockwell City



Front Row: Pam Meyer, Sarah Jo Reynolds, Brittany Wilson, Christine Sedlacek
 Middle Row: Erin Englin, Jolene Rasty, Debra Holtorf, Melody Collins
 Back Row: Sara Block, Ryan Nicholson, Jeff Neubaum, Paulette Ringgenberg

Boone



Erin Sorenson, Jennifer Upah, Kristina Paulson,
 Andy Hunziker, Chantelle Jessen, Jennifer Lang

Pierson



Heather Gilles, Jill Bobolz, Craig Moritz,
 Chet Verschoor, Desiree Roling

Sac City



Hayley Mauer, Carol Hansen, Beth Hatch, Matt Huegerich,
 Rose Mary Lohff, Sheryl Middleton

Marcus



Krista Dirks, Judy Means, Amber Gengler, Logan Patterson

Pocahontas



Hope Radke, Heather Schoon, Amanda Pederson,
Brenda Beneke, Mindy Wellik

Glidden



Sue Freml, Lisa Mahlberg, Mary Jo Toms, Dave McNamara,
Dawn Baumeister, Kayla Thielen, Evan Thelen

Churdan



Dena Anderson, Eric Happe, Shelly Brus,
Carleigh Paup, Kim Kersey

Denison



Front Row: Isabel Baker, Ken Blair, Larissa Kuker
Middle Row: Hetasvi Patel, Jacqueline Villa, Paula Esser
Back Row: Janet Kluver, Karen Koch, Virginia Navarro, Jeff Freier (not pictured: Karen Mohr)

Ida Grove



Front Row: Patti Haack, Diane Blake, Maranda Youngren, April Lichtenberg, Annie Schrum, Megan Rohlk
Middle Row: Desirae Durston, Bethany Henderson, Melissa Bruning, Laura Lansink, Alicia Drury,
Back Row: Angie Wulf, Jenny Steinkamp, Carissa Stover, Melonie Petersen, Aarika Blunk, Lisa Westphalen (not pictured: Christofer Rios)

Cleghorn



Greta Petersen, Ron Rice, Logan Patterson, Sherrie Peck

Kingsley



Tiffany Schultzen, Ian Petersen, Susan Petersen, Craig Moritz, Vicki Anstine, Shawn Doran

Ida Grove



Front Row: Tara Ruble, Dana Meyer, Robin Thornhill, Molly Woerdehoff, Tasha Ronfeldt
Middle Row: Josey Gebers, Stephanie Konradi, Sheryl Wonder, Marissa Wayt, Kari Siegner, Teresa Lansink
Back Row: Val Georg, Becky Rosenau, Dan Dotzler, Kimberly Stehr, Lisa Christiansen

Odebolt/Kiron



Taylor Ransom, Brooke Hillhouse, Neil Sibenaller, Carolyn Hoelscher, Kelli Massengale, Lauren Mohrhauser, Angie Bengford

Dunlap



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



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Alta	Cushing	Kingsley	Onawa
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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

UNITED TOGETHER *Makes the Difference!*

Our new Community Cause Day effort, **UNITED TOGETHER Makes the Difference**, kicked off on September 11, 2020. The goal of this joint effort of the employees and the bank is to make a difference by supporting people in need in the communities we serve. On the second and fourth Fridays of each month, employees from all 35 locations have the option to donate \$5.00 to wear their UNITED TOGETHER Makes the Difference T-shirts with jeans. The bank matches the employee donations up to \$1,000 and the total is donated to one cause, randomly drawn from suggestions from all 35 locations. Donations so far, totaling \$11,220.00, have been given to the following:

\$2,196 to West Central Community Action in Harlan designated for the food pantry for residents of Harrison, Monona, and Shelby counties.

\$2,267 to Lotus Community Project in Fort Dodge supporting their efforts to provide facilities and counseling for women and children and to get women back in the work force.

\$2,247 to Food 4 U, Inc. in Onawa, associated with Food Bank of Siouxland, Inc. and serves residents in western Monona County.

\$2,210 to the Angel Tree program in Anthon to provide gifts, food, and supplies to families in Anthon, Oto, Smithland, Rodney and surrounding communities.

Pictured below: \$2,300 to Ida County Community Basket, which is part of Food Bank of Siouxland, Inc. and serves residents of Arthur, Battle Creek, Galva, Holstein, Ida Grove, Kiron and Odebolt.



For more photos and information, go to www.unitedbk.bank click on the *About Us* tab and *Community Cause Day*.