

The United DIFFERENCE

June 2021

Member FDIC



A Message from the President

Congratulations to the Class of 2021 in all of our UBI communities. On behalf of everyone at United Bank of Iowa, we wish all the graduates success in reaching their future goals.

Recently I attended our local OABCIG Awards Night for the Class of 2021 and saw first-hand the impact of school, business, and community working together to support youth and higher education. Events like this reinforce the importance of giving back to our communities and it also makes me proud that UBI serves a significant role in local scholarship efforts. Look for additional articles in this issue listing the recipients of our UBI scholarships.

There is a growing trend regarding the use of cash vs. electronic payments. According to a recent article from Ernst and Young, the use of cash has been on the decline for some time, but COVID-19 has hastened its decline. One factor that may be driving this decline is a growing number of businesses and venues preferring electronic payment methods over cash. If you are behind the trend and only use cash or paper check to pay for things, we suggest you have some other method of electronic payment available for a future "electronic payment only" environment. Having and making use of a United Bank of Iowa debit card with your checking account is one way to be prepared. If you are part of this growing trend and currently are an active UBI debit card user, you can look forward to additional card enhancements in the coming months.

Who could have predicted that today's cash corn price would be as much as \$4 per bushel over levels a year ago and new crop pricing opportunities currently well above earlier budgeted levels? Weather concerns have many of

our farm customers perplexed on how much crop to sell and when. If you need assistance making marketing decisions or need other financial advice for your operation, a UBI ag lender is available to assist you. We're excited that for the 17th year United Bank of Iowa has been listed as the #1 Ag Bank in Iowa by volume of farm loans according to the American Bankers Association. We take great pride in providing support to rural Iowa and to our farm producers.

The real estate and housing market has also presented challenges in recent months for those looking to remodel or build a new home due to increased prices of materials and delays in manufacturing. Low inventory of homes on the market may force buyers to make a quick decision when a new listing comes up for sale that has potential for multiple offers. We recommend visiting with your local lender to get pre-qualified for a mortgage amount so you are ready to make an offer when that perfect home you've been looking for is suddenly for sale.

Our customers in the Alta area can look forward to the addition of drive-up banking services and a remodeled interior which we hope to complete later this year. We apologize for any inconvenience the construction work might create and appreciate the patience of our Alta customers as this project progresses.

Again, thank you for your patience and understanding during the COVID environment this past year. Watch our website for information and updates on the current hours at your local UBI office.

Owen C. Bolte, President & CEO

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Iowa's #1 Ag Bank - Our 17th Year!

We are proud to be recognized as the #1 Ag Bank in Iowa for the 17th year. This honor is based on information the FDIC provides to the American Bankers Association listing the top 100 farm lenders ranked by dollar volume across the nation. This ranking is a reflection of our commitment to rural Iowa, loyal customers, experienced and knowledgeable staff, and local ownership. Thank you for your business!

The Right Lender Makes *The Difference!*

Are you considering purchasing or building a home? Is there a remodeling project you've been putting off? Maybe you have college tuition or a wedding in the near future. Dreaming of a new boat or camper? Maybe it's simply time to upgrade your vehicle or plan your dream vacation. We are happy to assist you with financing for all the big and small purchases and events as they arise in your lifetime.

You can expect competitive fixed and variable rate options, flexible terms, and quick decisions made by your local lender. We offer local servicing which means you will make your payment locally and we will be here to answer your questions for the full term of the loan. Call or stop in and visit with one of our lenders to find the best solution for you.

Here's what our customers are saying about their UBI experience...



"The whole time working with Carol (lender in Sac City), we felt very cared for and appreciated. She was willing to work with our schedule and meet with us whenever we needed. This was the first home either of us had purchased, so we had a lot of questions and Carol took the time to explain each answer to us. She was even available after hours! Carol really went above and beyond to ensure we got the best loan and even closed the loan a few days early. UBI is a great small town family feel bank and I would refer anyone to bank with UBI."

- Taggart and Kayla Phillips

“ I don't know why I didn't switch banks sooner! Working with UBI has been easy and convenient. Whitney (lender in Moorhead) goes out of her way to communicate with me and made the whole process simple. Most of our communication was by text or phone and I was able to travel to the closest UBI location making it convenient for me. UBI has always been courteous of my time and was willing to work with me at nights and even on the weekends. Owning a salon makes it difficult to get out during normal business hours. I have already referred multiple people to switch to UBI! Everything is easier when you know your banker and you really trust them with your finances and your business. ”

- Sophia Garrett, Studio S



“ I saved a lot of money with UBI! Lisa Witten (lender in Ida Grove) sent me an email during their Consumer Loan Special because she thought UBI could save me money on my car loan. Man was she right! I saved a year of payments and my monthly payment even went down by just refinancing with UBI. I would recommend banking with UBI because they are always looking out for what's best for you. I saved a lot of money and I am thankful that Lisa reached out to me. ”

- Jared Wagner



"The best moment was holding this sign and taking this picture knowing our home was totally ours! We refinanced our home with Shaunna at UBI in Fort Dodge and she made the process so easy. With our crazy work hours, she was willing to meet when it was convenient for us. Thank you Shaunna and United Bank of Iowa for everything you have done for us. We would recommend Shaunna and UBI to all of our friends and family!"

- Justin Wood and Meghan Spears





Have you ever found yourself so focused on something that you could only see the single tree but not the forest? When we are so pinpoint focused, we miss the beautiful big picture around us. Seeing the big picture is just as important as

analyzing the fine details. In other words, what we do today will impact us down the road.

In today's environment, it is so easy to focus on the current market price and lose site of the big picture, meaning the whole operation. These times are exciting, however, we want to be sure we are making rational decisions and remember our farm operation is a marathon, not a sprint. Historically, data has shown these price levels will most likely not become the norm, but rather, an opportunity to capitalize on in the short-term. Each operation does vary. Making decisions for your operation should be based on cost structure, production, and financial management. Good managers usually find a way to be profitable by knowing their true cost of production and using discipline on expense control. Don't be fooled into thinking you have a better margin than what you really have. This can happen when you have both a grain operation and a livestock operation. You might be offsetting one to support the other.

Livestock producers, and other end users, are feeling the effects of much higher feed cost. Higher grain prices are also a key factor

in causing land values to increase. Various publications have reported that land values have increased 20% from 2019 levels. We can assume the commodity prices have directly impacted this increase and possibly the fear of an increase in capital gains in the future.

Ultimately, when looking to purchase land, which is a 25 to 30+ year investment, be careful you are not looking at the "single tree" or current commodity price for only a brief period in time. Please remember to use sound analysis to help guide you to make the right decision for you and your operation. In today's volatile world, it is simply prudent that we make sure the typical year cash flow can weather the uncertainties of any financial storm.

Your UBI Lender understands your operation is unique and will customize a financial package to best fit you and your operation taking into consideration your cash flow and personal risk tolerance. Our trained staff will give you our best and honest advice to help with decisions you might be contemplating. As your lender, we are committed to you and the success of your operation because we understand our success comes from your success.

Please find time this summer to enjoy life, make memories with your family and friends and know we are always here to help if you need anything. Thank you for choosing United Bank Iowa as your financial partner.

Jim Friel
V.P. Regional Branch Manager, Carroll

UBI Crop Insurance

Make sure your crops are ready for Mother Nature!

- **Trusted partner** – work with the bank you already trust
- **Knowledge** – we know your operation and will make sure you have the right insurance products
- **Responsive service** – we will stay in touch after weather events and throughout the season
- **Convenience** – set up an appointment with your local lender and Todd will travel to you

Todd Conover

Ag Crop Insurance Specialist

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Iowa's
#1 Ag Bank
17 years!

We're Committed to Agriculture!



501 2nd Street
Ida Grove, IA 51445

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US POSTAGE
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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 2021

We would like to congratulate all of the 2021 graduates. The following were recipients of a United Bank of Iowa scholarship:

Isaiah Ahrenholtz, Defiance
 Morgan Bennett, Boone
 Chole Berns, Lohrville
 Jackson Boustead, Kingsley
 Colin Carstens, Cushing
 Brigham Daniel, Glidden
 Holly Dierenfield, Storm Lake
 Preston Gill, Ida Grove
 Kristina Goth, Marcus
 Laura Greene, Lytton
 Hannah Grieme, Schaller
 Garrett Heisterkamp, Moorhead
 Amber Hoefling, Odebolt

Corey Hicks, Lake City
 Hattie Johnson, Pocahontas
 Paige Kastner, Kiron
 Karter Kennebeck, Glidden
 Sydney Klein, Dunlap
 William Meiners, Dedham
 Teagan Meyer, Alta
 Gracie Miller, Fort Dodge
 Katherine Minnehan, Churdan
 Anna Mogensen, Lake View
 Alayna Murley, Rockwell City
 Trevor Nemitz, Kiron
 Kyle Olberding, Glidden

Haley Onken, Glidden
 Tanner Onken, Glidden
 Charlee Petersen, Hornick
 Laci Riedesel, Churdan
 Haleigh Rife, Mondamin
 Jadyn Schmidt, Holstein
 Ben Schram, Anthon
 Carson Kyle Schultz, Charter Oak
 Levi Sleezer, Aurelia
 Carter Soppe, Carroll
 Brock Stanek, Callender
 Michael Vonnahme, Pocahontas

PARTNERSHIP LOANS

We work with Iowa Student Loan® to offer supplemental private student loans to help you pay for college.¹
The Partnership Advance Education Loan®:

- 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 for more information.

¹ 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

"The most important things in life aren't things."

Dear Emerald Club Members,

My goal for our Emerald Club is to start traveling again as soon as we can, however we're not quite to that point yet. As you know, I always try to make the day full of adventures and give you some down time, however the cities and small communities where we travel are still trying to bounce back from when COVID-19 scrambled everyone's world. After attending some Zoom meetings with other tour managers, it sounds like there are still hiccups that need to be worked out in the world of travel. Conversations I've had with tour manager colleagues confirm it is best to wait a bit longer before we venture out. I take your travels very seriously and I know the right decision is to wait and I know you will trust me on this.

We want your experiences to be filled with all the benefits you are accustomed to receiving when traveling with Emerald Club. We will see each other soon and then you can expect to receive the Wendy gratitude. Until we are ready to load up on a big motor coach, please be safe.

Wendy

Manage Your Debit Card to Prevent Fraud

UBI Mobile App - My Debit Card

The easiest way is by using the *My Debit Card* feature in the menu of our mobile app. With this feature, you can:

- Block and unblock your card
- Set alerts to notify you by text message or email for the following: low balance, international transactions, online transactions

Shazam Brella App

If you don't use our Mobile Banking app, many of the same options are available in the Shazam Brella app.

To enroll, download SHAZAM BRELLA free from the Apple App Store, Google Play or log on to www.shazambrella.net. Choose New Mobile Card User, enter your full card number to determine if your card is eligible and follow the instructions.

Hike-Bike-A-Thon Sets New Record

United Bank of Iowa has been honored to partner with OABCIG Dollars for Scholars as a sponsor of the Whitey Thompson Hike-Bike-A-Thon fundraiser for the past 26 years. This year was special as we reached a new record of \$80,775.45 in donations.

Thank you to the 560 students who participated, to all the volunteers, and to the community, family and friends for your generous donations and continued support of this event.

Since 1995, Hike Bike has donated over \$1 million to OABCIG Dollars for Scholars to help fund scholarships for all students who apply.



FDIC Insurance

The standard insurance amount is \$250,000 per depositor, per insured bank, per each account ownership category. Depositors do not need to apply for FDIC insurance, coverage is automatic whenever a deposit account is opened at an FDIC insured bank or financial institution.

Ownership documentation per account signature agreement or Certificate of Deposit is VERY important as different ownership accounts are separately insured.

For example; a **single account** ownership category is a deposit owned by one person and they would have FDIC insurance coverage up to \$250,000.

SINGLE ACCOUNT EXAMPLE

Lou Smith	Checking	\$25,000
Lou Smith	Savings	\$50,000
Lou Smith	CD	\$100,000
Lou Smith Electric (sole proprietorship)	Checking	\$75,000
<hr/>		
Total		\$250,000 All Insured

A **joint account** ownership category is separately insured up to \$250,000 per owner on the joint accounts. The qualifying requirements are that all co-owners must be people (no corporations, estates, partnerships, etc), all co-owners must have equal rights to withdraw and they must sign the deposit account agreement.

JOINT ACCOUNT EXAMPLE

Lou & Sally Smith	Checking	\$230,000
Lou & Sally Smith	Savings	\$300,000
Lou & Sally Smith	CD	\$270,000
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Total		\$800,000

(\$250,000 insured for Lou, \$250,000 insured for Sally, and \$300,000 not insured)

Another joint example would be if Lou, Sally, Sarah, Clint, and Sam each had equal ownership in a Certificate of Deposit in the amount of \$1,000,000. The entire \$1,000,000 is FDIC insured as each co-owner would be fully insured for \$200,000.

There are so many more account ownership categories such as Revocable Trust accounts, Irrevocable Trust accounts, certain retirement accounts, corporations, partnerships, just to name a few. To find out if your accounts are insured, the FDIC has an online Electronic Deposit Insurance Estimator (EDIE) at: www.fdic.gov/edie for anyone to enter in their accounts and see the results for their own personal situation.

You can also stop at any United Bank of Iowa office and pick up a brochure that has many examples and explains each category.