

# The United DIFFERENCE

September 2019

Member FDIC



## A Message from the President

United Bank of Iowa is proud to be your community bank. While the manner in which the bank and customers conduct business is evolving, United Bank of Iowa's commitment toward supporting the success of both our customers AND our communities has never been stronger.

This summer we took the time to celebrate our newest locations with Open Houses in Boone, Rolfe, Marcus, Aurelia, and Cleghorn. This gives us an opportunity to get out in the communities, thank you for your business, and have some good conversation with customers and community members over a nice meal.

The dog days of summer are nearly over and the fall athletics season is upon us. Becoming a champion at sports or achieving financial success can both be daunting tasks. Legendary football coach Vince Lombardi was quoted as saying "inches make champions". Those simple words underscore the importance of small accomplishments adding up to great success. Whether it is gaining ten inches to obtain a first down or adding another ten dollars to reach that first thousand dollars in a savings account, it takes discipline, execution, and focus on the ultimate goal.

Due to global economic uncertainty, the Federal Reserve cut interest rates at the end of July for the first time since 2008. This is both good and bad depending on which side of the fence you're on. Those with home loans might be on the lookout in the months ahead for refinancing opportunities

with lower home mortgage rates being expected. UBI real estate lenders can give you some good advice on when the right time to refinance might be for your particular situation.

Have you noticed that UBI has ventured into social media with a page on Facebook? Next time you're scrolling your newsfeed, take the time to LIKE the UBI page. Our goal with Facebook is to keep you informed on bank events and community involvement, provide tips on saving money, budgeting, preventing fraud, and much more. And we'll have some fun . . . if you hurry, you might still get in on the contest we're having to give away some ISU vs. Iowa football tickets. Find us on Facebook and check it out.

We are excited about the opportunity to serve four new communities beginning later this year. Regulatory approval has been received to proceed with the acquisition of the Anthon, Cushing, Holstein, Aurelia, Alta, and Lytton offices of Heritage Bank N.A. Those locations are currently expected to open as offices of United Bank of Iowa on November 18, 2019, and we're looking forward to serving those communities.

You can count on us to work hard to serve you. Thank you for your business.

Owen C. Bolte, President & CEO

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## Supporting our Local Communities



Supporting community efforts is something we do every day! Our Carroll and Glidden offices recently made a pledge of \$50,000 to the St. Anthony Regional Cancer Center Campaign. The cancer center, which serves residents across much of our market area, is constructing a new building with a slated completion in fall, 2020.

# “I saved \$359.60 with BaZing!”

*A checking account that SAVES you money? That's our Smart Choice Checking with BaZing! We're happy to share stories of satisfied customers. How much can you save with your checking account?*

## “ Lisa Saved while Shopping

I can't believe how much I saved with BaZing! My husband lost 60 pounds since the last time he needed to wear a suit and a sudden death in the family warranted a new suit. As the cashier at Men's Warehouse is ringing up our items, I checked my phone for BaZing coupons. Low and behold there it was – 40% off your entire purchase! We saved \$359.60! Thank you BaZing and UBI!

## “ Jean Saved on a Phone Repair

I recently dropped my phone and cracked the screen. I took it to Zombie Mobile Repair in Denison to be repaired. The bill was \$127.99. I submitted a claim and BaZing sent me a check for \$77.99! It was great!

## “ Jennifer Saved at the Pharmacy

My mom lives on a fixed income and gets her prescriptions filled three times each year. She said she might not fill one of the more expensive ones and just be in a lot of pain. I told her about the BaZing pharmacy discounts on the checking account we share and she found out the savings would be reimbursed in the mail. She was excited when she received a \$72 check. She only paid \$26 for her prescription which will save her \$216 for that prescription alone. She saved another \$25 on her other prescription. The pharmacy discounts included with BaZing have helped her tremendously!

## “ Theresa Saved on Roadside Assistance

One morning we woke up to a flat tire on our car. We don't have anyone in town that comes to fix tires so we called BaZing's Roadside Assistance and someone came to our home and changed the tire. BaZing pays up to \$80 which covered the whole cost. Free for us! Two weeks later, we locked ourselves out of our car. Again, I called BaZing's Roadside Assistance and someone arrived within 30 minutes! During the entire wait, they stayed in touch every 5-10 minutes with an update. Again, BaZing covered the entire cost! What a wonderful benefit to have with my checking account at UBI!

## “ Jolene Saved at Adventureland

My daughter was going to Adventureland and checked BaZing for some deals. She was able to save \$10 for each ticket and saved a total of \$40! That's almost one free admission! Everyone was excited!

*Want to learn more about our Smart Choice Checking with BaZing? Go to our website at [www.unitedbk.bank](http://www.unitedbk.bank) or stop in or call your local UBI office today!*



**Shop Local.  
Save Local.**

# 2019 SUMMER OPEN HOUSES

Boone



Rolfe





What a great summer we had! For the most part, the weather was nice and there were plenty of activities and events. I had the pleasure of attending a few sesquicentennials in our area this summer

and everyone did a great job with their celebrations. The one that really amazed me was Mt. Carmel. They really went above and beyond and had an impressive celebration. This all took place within a community of less than 75 people and only about five streets. They had the "Iowa Nice Guy" host the parade which had over 135 entries and were prepared to entertain thousands over the weekend. Success like this just doesn't happen overnight. I was told they started planning two years ago.

Like with anything, life success comes from preparing and planning. Whether we are preparing to go back to school, starting a new sports year, or even spring cleaning to get ready for summer, we need to apply our efforts and attention to our future goals and outcome. As I am writing this article, I stopped to think that this might be a good time to start pre-planning for the 2020 crop year. One can argue that we really don't know or control the pricing of a commodity to fully understand our future revenue, however; at minimum, we can understand and know what our costs per acre or per head will be so we are not completely shooting in the dark. Planning helps us be

in the right mindset and focus on a target or goal we want to reach. Planning ahead also helps separate emotions from the logic in your decision making process. We know, at times, if our emotions are too strong, we sometimes make unwise decisions we later regret.

As you are running in the fields this fall, please take a minute or two and think about next year's productions and ask yourself some simple questions:

1. Do I know the true cost of my crop or livestock operation?
2. Should I be cautious with the volatility in the markets?
3. Is my margin going to be shrinking this upcoming year due to all the uncertainty in our economy?

At any time, if you have any questions or concerns, please do not hesitate to contact your UBI lender. The staff at UBI are truly an asset in your operation to help guide and prepare you in overcoming obstacles you might face. As always, on behalf of the staff of United Bank of Iowa, it is our pleasure to serve you. I wish all of you a safe and plentiful harvest.

To my friends in Mt. Carmel, thank you again for your hospitality and small town pride! There is no place like the Heartland.

Jim Friel  
V.P. Regional Branch Manager  
Carroll Office



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

**We're Committed to Agriculture!**

**Marcus**



**Aurelia**



**Cleghorn**





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

[www.unitedbk.bank](http://www.unitedbk.bank)

## Proud to Support Youth in Agriculture

### Did you see us at your local county fair?

We love to see youth involved in agriculture and support county fairs across our market area. Pictured are staff from our Ida and Crawford County offices who handed out Schwan's ice cream to those attending their county fairs. Also pictured are employees from our Onawa office who helped put wristbands on fair-goers during the Monona County Fair.



# the Emerald Club

THE  
EMERALD  
CLUB



**Wendy Lorenzen**

Emerald Club  
Coordinator

## September/October 2019

### Fall Supper

**September 24 • Denison • 5:30 pm**  
First United Methodist Church, 113 S 14th St.  
Catered meal. RSVP by September 23.

### Fall Noon Luncheons

**September 25 • Rockwell City • Noon**  
Church of Christ, 805 Tonawanda  
Catered meal. RSVP by September 23.

**October 3 • Ida Grove • Noon**  
St. Paul Lutheran Church, 100 7th St.  
Catered meal. RSVP by September 27.

**October 17 • Carroll • Noon**  
Swan Lake Conservation Center, 22676 Swan Lake Dr.  
Catered meal. RSVP by October 11.



**2019  
Alaska  
trips**



## December 13, 2019 • 10:00 - 2:00

**Christmas Open House**  
All United Bank of Iowa Offices

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.

## Big City Sights - Washington, D.C. & NYC June 1 - 11, 2020

### Monday, June 1

Motor coach will drop off at Minneapolis airport for D.C. Flight.  
**Overnight • Hilton Garden Inn Falls Church, VA**

### Tuesday, June 2 (B, D)

Full day touring sights of D.C. with a professional guide: WWII Memorial, National Cathedral, Vietnam/Korean War Memorial, guided night coach tour of monuments with night lighting.

**Overnight • Hilton Garden Inn Falls Church, VA**

### Wednesday, June 3 (B, D)

Enjoy the day at Smithsonian Institutions. You will spend the evening at the Kennedy Center to see the production of "Tiny Beautiful Things".

**Overnight • Hilton Garden Inn Falls Church, VA**

### Thursday, June 4 (B)

Arlington National Cemetery tram ride and view changing of the guards. Visit National Holocaust Museum.

**Overnight • Hilton Garden Inn Falls Church, VA**

### Friday, June 5 (B)

Head to Philadelphia, along the way tour the US Naval Academy in Annapolis. Arrive in Philly for a private tour of the USS New Jersey Battleship.

**Overnight • Holiday Inn Express Midtown • Philadelphia, PA**

### Saturday, June 6 (B)

Get to know Philly! Sightseeing with stops at the Liberty Bell, Independence Hall, Christ Church, Reading Terminal Market, Famous

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

Eastern State Penitentiary, and the National Constitution Center.

**Overnight • Holiday Inn Express Midtown • Philadelphia, PA**

### Sunday, June 7 (B)

Head to New York City. You will tour the 9/11 monument and museum, the 100th floor of the One World Observatory and St. Patrick's Cathedral.

**Overnight • Holiday Inn • Secaucus, NJ**

### Monday, June 8 (B)

Radio City Music Hall tour, Manhattan ferry ride to the Statue of Liberty and Ellis Island. Visit Central Park, where you can enjoy the scenery and horse drawn buggy rides.

**Overnight • Holiday Inn • Secaucus, NJ**

### Tuesday, June 9 (B)

Sightseeing iconic New York sights.  
**Overnight • Holiday Inn • Secaucus, NJ**

### Wednesday, June 10 (B, D)

Best of NYC sightseeing boat cruise around Manhattan. Farewell dinner at Ceci's Italian Restaurant.

**Overnight • Holiday Inn • Secaucus, NJ**

### Thursday, June 11 (B)

Fly home to Iowa!

### Pricing, seating is limited:

**\$3,759/person double**  
(2 people sharing room with one or two beds)

**\$4,589/person single**  
(room for 1 person)

**\$3,509/person triple or quad**  
(3-4 people per room with two beds)

**\$500 due at sign up**  
**Final Payment Due April 1, 2020**

**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.

# ARE YOUR BENEFICIARIES UP TO DATE?

You may have named your retirement beneficiaries to your investment and/or insurance products years ago and haven't given it much thought since. For many of you, the loved ones you designated at the time you opened the account are still the ones you want to receive your assets at the time of your death. However, if you've had changes in your family situation due to a birth, death, second marriage, or other circumstances, you will want to review your beneficiaries and make changes you feel are necessary.

If you need to change beneficiaries on an IRA, life insurance policy, annuity, etc. you can do it at any time by signing a new beneficiary form. You may name one or more beneficiaries to receive your assets at the time of your death.

**If you do not name a beneficiary**, or if none of your named beneficiaries are alive at the time of your death, your retirement assets will be paid to your Estate.

**Should any beneficiary pre-decease you**, his or her share of the retirement is distributed according to the selection you made on the account application in the Designation of Beneficiary section.

**1** The first choice, the pro rata method, terminates the interest of the deceased beneficiary and distributes those funds pro rata according to the remaining beneficiary's share percentage(s).

**2** The second choice, the per stirpes method, transfers the deceased beneficiary's share equally to the next generation; children, then grandchildren, then great-grandchildren (natural and/or adopted). If there are no children or grandchildren of a predeceased beneficiary, then funds shall go to the beneficiary's spouse, if any. Should there be no spouse, the funds shall be transferred to the other primary beneficiaries on a per stirpes basis.

In order that your funds be distributed according to your wishes, we strongly recommend you complete a new beneficiary designation as soon as possible when a beneficiary dies before you.

Monitoring and updating your retirement account beneficiaries is a very important part of your Estate planning. Stop in any of our offices to inquire about your beneficiaries, verify that your beneficiaries are who you wish, and that we have all the necessary current information to carry out your wishes.

## Don't forget your Safe Deposit Box

When changing beneficiaries on your investments, don't forget your safe deposit box. If you need to make a change to the person you designated to have access to the contents of your box after your death, please stop in and we'll update your safe deposit box agreement.

And, don't forget to tell your designee where you keep your safe deposit box key.

