

The United DIFFERENCE

December 2019

Member FDIC



Message from the President

As is our custom, this issue features pictures of the whole UBI team. It's your opportunity to become familiar with our entire staff and especially some of the folks who work behind the scenes to help make United Bank of Iowa the best it can be to meet your financial needs. It's also my opportunity to thank them and mention how tremendously proud I am. Not only are they outstanding employees, many are integral parts of your local communities serving as volunteer firemen, EMTs, ambulance drivers, and deputies, National Guard, city council, and school board members, mayors, Girl Scout, Boy Scout and 4-H leaders, high school and youth athletic coaches, and Sunday school teachers. The list goes on and on, representing the best about Iowa and America.

Our UBI family continues to grow. As this issue goes to print, the staff is finalizing the addition of six Heritage Bank N.A. offices in Anthon, Cushing, Holstein, Aurelia, Alta, and Lytton. We would like to take this opportunity to welcome the former Heritage Bank customers to United Bank of Iowa. We're excited about the opportunity to serve your individual financial needs and to become a member of your local communities.

On the agriculture front, it appears 2019 will be remembered as one with weather challenges on both ends of the growing season. Thankfully, it appears most areas are realizing good yields and, with the combination of current price levels and the USDA direct MFP payments, there is a possibility for modest financial success. Heading into 2020, we can't emphasize enough the importance of knowing your costs and preparing a budget that helps support daily management decisions. Looking into the future, a changing agriculture is a certainty. The prospects of "impossible meats", growing popularity of electric power for both personal

vehicles and farm tractors, and bio-fuels from algae, are just three things currently in the national spotlight that could have a significant impact on agriculture. Just as we have served previous generations of our farm customers, United Bank of Iowa stands ready to help you navigate the financial opportunities and challenges ahead.

Our Smart Choice checking product continues to gain popularity with many of our UBI customers. They have found the BaZing mobile app feature of this account, which offers deals and discounts, to be a fantastic benefit. The ice cream lover that I am, a personal favorite is the free one-scoop sundae with the purchase of a meal at a restaurant we frequent. With additional benefits available like cell phone protection, identity theft aids, pharmacy and vision savings, and much more, the modest monthly maintenance fee on the account is well worth the cost. Contact any office to find out more.

Over the years when I thought about 2020, a couple things would come to mind - the popular television news program or perfect vision. Now with the year 2020 just a few weeks off, I can't help but think about how quickly the years go by, as well as the prospects for a new and exciting future. Thank you for choosing to bank with United Bank of Iowa. On behalf of the entire staff, we wish you a Merry Christmas, a happy and safe New Year, and we look forward to serving you in 2020. Be sure to stop in for lunch during our Christmas Open House in all our offices on Friday, December 13, from 10:00 a.m. to 2:00 p.m.

A handwritten signature in black ink that reads "Owen".

Owen C. Bolte, President & CEO

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

Warm Welcome!

We want to extend a warm welcome to our new **Alta, Anthon, Aurelia, Cushing, Holstein,** and **Lytton** customers who joined us on November 16 through the acquisition of Heritage Bank N.A. Welcome to United Bank of Iowa!



A few weeks ago I overheard a young parent going through the wonderful stage of life known as the "whys". This parent had a child somewhere between the ages of two and three. As many of you know, this stage of life is one of the most memorable stages. We, as adults, are always on our toes waiting to be asked multiple questions in a quick sequence. The first question usually starts with a "what" and then it is

followed up with four or five "why" questions. These young minds are at such an inquisitive stage in life trying to figure out their surroundings. Some people think these young individuals are little bankers in the making.

At times our profession causes us to ask customers many serious questions which could remind people of the early stage of childhood development described above. Over the years I have learned there are two main reasons why bankers ask questions.

1. The first reason is due to the nature of our business. We are in an industry highly regulated by state and federal laws. These laws, put in place to protect all individuals of the general public, can change often, in some cases, every six months. Many of the current laws mandate that we complete due diligence by asking certain questions to ensure customers are in the right products, understand the products, and most importantly, they are not falling victim to fraud. I know at times these questions can be a little unexpected as many of us remember the good old days of banking 20 and 30 years ago. However times have changed and protecting individuals is of high importance for our governing agencies.

2. The second reason is the most important and the simplest way to say it is, "we care". When an individual comes in for their annual financing renewal, we go over the past year's performance and begin to project the upcoming year's cash flow potential. For us to provide a high quality of service, we need to

ask some specific questions. Without asking detailed questions, numbers can be misinterpreted and areas of potential growth or areas of concern could be overlooked. All of the lenders at UBI want to see their customers grow and succeed. It is a sense of pride knowing that we provide expertise and service to help your operation and your family.

Sometimes being asked questions can make us feel like those early years of parenting but, in the end, it's nice knowing everyone is looking out for each other. As you go into your annual renewal this year, please take a minute to evaluate your operation and ask yourself a series of questions, for example:

- What caused the change in my working capital position?
- Did I have any out of the ordinary expenses or sources of income this year?
- What is my true cost for crop or livestock inputs?

Think of questions to ask your lender during the renewal season. Your lender is a valuable resource to your operation and is always looking for ways to help you. If something doesn't make complete sense, please ask your lender to go over it again, or give examples, so you feel comfortable with the results.

I have learned early on in banking our success will come from your success. Our relationship with the customers is a partnership and we are committed to preserving and protecting our relationships. On behalf of the lenders at United Bank of Iowa, we look forward to helping you this upcoming renewal season and, on behalf of ALL the staff at United Bank of Iowa, we wish you a blessed and happy holiday season. Thank you for allowing us to be your bank.

Jim Friel
V.P. Regional Branch Manager
Carroll Office



The Perfect Gift for Christmas

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

the Emerald Club

THE
EMERALD
CLUB



Wendy Lorenzen

Emerald Club
Coordinator

June 1 - 11, 2020

Big City Sites
Washington, D.C., Philadelphia, New York City

This trip is full. A waiting list is available with no down payment required.

Saturday, October 3, 2020

Mystery Trip

A Mystery Trip has been planned for you, To know where we're going, just follow the clues. We may travel east, we may travel west, Only the driver knows 'cause he pilots our quest.

Let's all participate the whole day through. The more we act, the better the clue. We all will be laughing and looking around, To see if hilarious clues can be found.

As the day goes by, we feel no harm. We visit a place that's loaded with charm. Lots to do and lots to explore, Whatever it is, it won't be a chore.

So come on and join us,
And grab a seat.
This Mystery Trip will be a great treat.

Reservation deadline August 1, 2020

\$155/person includes transportation, events & lunch

Two coaches traveling to same spots:

Coach #1 pick-up locations: Holstein, Ida Grove, Arthur, Odebolt, Carroll

Coach #2 pick-up locations: Sac City, Rockwell City, Lake City, Glidden, Boone

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.

Saturday, May 2, 2020

Lion King at the Orpheum
Omaha, Nebraska

Reservation deadline February 1, 2020

(\$155/person due at sign-up, cancellation policy applies)

11:45 am: Lunch at Cracker Barrel
(on your own)

1:00 pm: Arrive at Orpheum Theater

2:00 pm: Broadway production of Lion King

6:00 pm: Dinner at Pizza Ranch in Denison
(on your own)

Pick-up locations include: Rockwell City, Lake City, Ida Grove, Denison, and Dunlap.

Members are welcome to bring a guest to this event.

Contact any United Bank of Iowa office for reservations.

*Emerald Club Travel
Certificates make a great
Christmas gift!*

THE EMERALD CLUB		Emerald Club Travel Certificate	
To:	UBI Emerald Club Member	Amount	\$ _____
From:	Family Member or Friend		
UBI Employee	Christmas 2019		
<small>Signature of United Bank of Iowa Employee</small>	<small>Date of Purchase No expiration date</small>		<small>UNITED BANK of IOWA The Difference is Here! Member FDIC</small>

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.

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

Anthon



Courtney Koster, Camille Cloud, Matt Fitzpatrick,
Crystal Woods, Sarah Beery

Onawa



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

Ida Grove



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

Pierson



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

Schleswig



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

Denison



Front Row: Paula Esser, Ken Blair, Brenda Lansinger, Jean Heiden
Middle Row: Paula Ball, Paloma Rivas, Virginia Navarro, Isabel Baker, Jacky Villa
Back Row: Janet Kluver, Karen Koch, Larissa Kuker, Jeff Freier, Annie Schrum

Alta



Jessica Sechler, Matt Fitzpatrick, Angelique Anderson,
Ron Rice

Sac City



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

Charter Oak



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

Dunlap



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

Boone



Jennifer Lang, Chantelle Jessen, Andy Hunziker,
Erin Sorenson, Grant Anderson

Cleghorn



Jamie Hill, Sherrie Peck, Greta Petersen, Ron Rice

Moville



Marilyn Meadows, Jeannie Krueger, Tricia Nelson, Mitchell Countryman,
Erin Bose, Steve Rippke, Yvette Stratton, Brittany Boyle

Ida Grove



Front Row: Sheryl Wonder, Earleen Uhl, Robin Thornhill, Tara Ruble, Olivia Hill, Cassandra Rohlk
Middle Row: Josey Gebers, Kari Siegner, Molly Woerdehoff, Tasha Ronfeldt, Amanda Clark, Marissa Wayt, Teresa Lansink
Back Row: Val Georg, Kimberly Stehr, Dan Dotzler, Becky Delong, Lisa Christiansen, Dana Meyer

Ida Grove



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

Rolfe



Mindy Wellik, Tina Joens, Sherri Wagner, Brian Ricklefs, Lynn Johnson,
 Jennifer Trenary, Lauri Smith, Clay Wells

Lytton



Christine Pierce, Matt Fitzpatrick

Arthur



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

Marcus



Logan Patterson, Krista Dirks, Judy Means, Amber Gengler,
 Ron Rice

Odebolt/Kiron



Taylor Marshall, Lauren Mohrhauser, Neil Sibenaller, Brenda Lansinger, Carolyn Hoelscher, Christina Lange, Angie Bengford

Pocahontas



Hope Radke, Heather Schoon, Mindy Wellik, Brenda Beneke

Glidden



Janel Bock, Lisa Mahlberg, Kayla Thielen, Dave McNamara, Mary Jo Toms, Sue Fremt

Lohrville



Tim Woodward, Eric Happe, Joan Nepple

Ida Grove



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

Storm Lake



Front Row: Carla Lindgren, Peun Sihachak-Khamdaeng, Julie Hahn, Jody Martinez, Becky Blackman
Middle Row: Yasmin Santizo, Araceli Chairez, Brooke Groat, Samantha Thompson, Carla Tarin, Debra Dirks
Back Row: Karen Hartje, Jake Schable, Kellen Jacobson, Cynthia Wells, Suzan Graham

Harlan



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

Kingsley



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

Moorhead



Rozz Fundermann, Whitney Reimers, Deanna Sorensen

Aurelia



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

Holstein



Front Row: Amanda Currie, Sandy Gray, Lynette Henry, Julie Anderson
Middle Row: Kallie Voge, Air Phachansiry, Hilary Grundmeier, Monica Wellendorf
Back Row: Dylan Bogenrief, Ron Rice, Matt Fitzpatrick, Pamela Lukins (not pictured: Noah Peterson)

Fort Dodge



Front Row: Marilyn Moon, Abbey Harvey, Janice Carlson, Rachel Lavender
Middle Row: Carmen Geis, Amanda Lindstrom, Kathleen Meldrem, Shaunna Abrams
Back Row: Mike Biedenfeld, Kathleen Husske, Bill Delaney, Kerry Viken

Cushing



Sheila O'Connell, Brooke Joy

Ida Grove



Front Row: Madelyne Juelfs, Carrie Homan, Sandy Sykes, Anita Whitney, Evan Thelen, Linda Schoenherr
Middle Row: Kasey Schwanz, Bethany Henderson, Heather Pribble, Sandy Ullrich, Kennadie Klein
Back Row: Ellen Schable, Andrea Ulrich, Kayla Clark, Adam Dreeszen, Julie Modrell, Joe Cutshall

Lake City



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

Churdan



Kim Kersey, Shelly Brus, Eric Happe, Dena Anderson

Galva



Front Row: Madison Bettin, Kelly Freese
Back Row: Steven Radke, Will Riley

Carroll



Front Row: Jenny Pryor, Abby Ketelsen, Cindy Baumhover, Joyce Brincks
Middle Row: Carly Brown, Pamela Killpack, Dawn Baumeister, Ashley Klocke
Back Row: Jeff Nelson, T.J. Pauley, Jim Friel, Adam Wuebker

Rockwell City



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



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Ida Grove, IA 51445

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Boone	Galva	Lytton	Rolfe
Carroll	Glidden	Marcus	Sac City
Charter Oak	Harlan	Moorhead	Schleswig
Churdan	Holstein	Moville	Storm Lake
Cleghorn	Ida Grove	Odebolt	

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 13
10:00a.m. to 2:00p.m.

Stop in for lunch and pick up a 2020 calendar.
We sincerely appreciate your business and look forward to serving you for generations to come.