

D The United DIFFERENCE

March 2025

Member FDIC



A Message from the President

We have completed our process to upgrade our Online and Mobile banking platforms and want to thank you for navigating through the transition with us. In addition to the modern and consistent look, all the information is present along with some great added features. The technology is a vast improvement designed to make your electronic banking faster and more secure. If you have questions, don't hesitate to reach out to our staff for assistance. For those so inclined, you may like the chat feature which is titled *Messages*. If not, be assured we still answer our phones during business hours with customer service staff here to assist you.

In other digital news, we are pleased to announce United Bank of Iowa will start posting on Instagram in early March. Our Facebook page has proven to be a great resource to provide news and information to our customers, so we are adding Instagram to our social media presence to reach a bigger audience. Follow us on your preferred social media platform to stay up-to-date on what's new at UBI.

I am pleased to report our new Manning office is open for business in our temporary modular building at 251 6th Street, east of Dollar General. I encourage you to stop in and meet the staff when you have a chance. In addition to Lucas Potthoff, we have Cynthia Gore and Ericka Willenborg available to help you with your banking needs. We look forward to starting construction on the new building as soon as weather permits.

I also want to give a quick shout out to our Onawa office which will be celebrating its ten-year milestone as United Bank of Iowa in April. We look forward to continuing to build strong customer

relationships and community connections in the Onawa area in the years ahead.

On the farm front, our ag lenders have been working diligently on annual renewals with their customers. It is evident that margins have reduced; however, overall, I am pleased with adjustments made by our ag production customers. We are down from the times of elevated commodity prices; now strategies and planning matter again. Marketing grain always seems to be a challenge due to the emotions and fear of missing out. As I write this in mid-February, the recent increase in prices seems to give optimism, providing opportunity to turn some grain into cash/liquidity for the operation. At United Bank of Iowa, you can count on our lenders to fully analyze any prospective purchases or expansion plans you have. Our lenders take pride in tailoring custom financing solutions whenever possible.

Are rates too high? I get asked a lot of questions on interest rates. Quite honestly, that answer depends on who you ask. The Federal Reserve has lowered short-term rates recently. National Prime is now at 7.50%. Six months ago, it seemed a foregone conclusion that rates would reduce anywhere from 1-2%. Now it appears rates may stabilize and level off potentially. In my opinion, stabilized rates are a good thing, allowing you to plan at least for the short and intermediate term without wondering if you missed the low or the high. If you are looking for a vehicle, home or other major purchase, your local UBI lender will help find the best financing option for you.


Daniel L. Dotzler
President & CEO

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Calling all local photographers! Pull out your cameras or charge up your phones and help us create our 2026 *Capturing Rural Iowa* UBI calendar. We are looking for 12 GREAT photos that depict life in rural Iowa. Do you have what we're looking for? If we pick your photo for our calendar, you will win \$100!

Learn more at unitedbk.bank or follow us on Facebook or Instagram!



EDUCATION CORNER

Text Scams

Scammers use AI and other technology to run automated text messaging. They set the script and the program starts to send out messages to phone numbers. Customers often asked, “How did they get my number?” UBI does not sell or give out your information. The way this scam works is that the program starts to dial numbers within a certain geographical area. That means it is random who gets the messages. Customers and non-customers alike get these messages. The scammers “get lucky” when they hit the actual target customers.

Just getting the text is relatively harmless. The important part is not clicking on the link that is in the message. Once clicked, the texts can bring you to a fake UBI online banking page or other pages. These pages look identical to the real pages. Customers put their log-in information in and the scammers capture that information, gaining the valuable personal information they are after.

While we cannot stop the text messages, the good news is that UBI has taken additional security steps to help slow scammers in the future. Keep in mind that your best protection starts with YOU. Here are few fraud tips and tricks.

1. Never click on any links in any texts or messages. Official UBI texts, such as real fraud alerts, will never have a link. If you do click on them, please report it to UBI right away.
2. When visiting online sites (not just UBI), pay close attention to the web address. Look for misspellings or odd characters in the web address.
3. Slow down. This is the most important thing you can do. You look and see that \$900 transaction going through and you panic! Call us directly to confirm or deny any activity is occurring. Scammers rely on your panic.
4. If you are being asked to lie or make up a story to bank staff, police, family or friends; it is 100% a scam.
5. Never send money via cryptocurrency/crypto ATMs or gift cards. If someone is asking you for this, it is 100% a scam.

DON'T FORGET YOUR IRA CONTRIBUTION FOR 2024

It's that time of year when everyone is working on their 2024 tax returns and calculating their retirement contributions. For 2024, the deadline for making a contribution is April 15, 2025. The contribution limits for 2024 for a Traditional IRA/Roth IRA are:

- \$7,000 if under age 50*
- \$8,000 if age 50 and greater*
- *OR 100% of your compensation, whichever is less

Always check with your tax preparer for help in determining which retirement product is best for you and if you meet all the eligibility requirements.

Stop at any United Bank of Iowa office to open a new retirement account or make a contribution. We are here to help you achieve your retirement dreams.



the Emerald Club

THE
EMERALD
CLUB



Wendy Lorenzen
Emerald Club
Coordinator

April 9, 2025 • 3:00 pm

Free Movie Day (*Club Members, no children*)
King Theatre • Ida Grove
Movie will be a special showing, not featured show

April 23, 2025 • 9:00 - 11:00 am
Coffee Talk

Coffee Tree • Storm Lake • 730 Lake Ave
Free coffee, tea or smoothie to UBI Emerald Club Members

April 24, 2025 • 6:00 - 8:00 pm

BINGO Night (*snacks and water included*)
116 N Keil St • Holstein UBI Office

Monday, May 5, 2025 • Mystery Trip
RSVP to any UBI office by March 25
Seats still available!

Another Mystery Trip appears,
With all the excitement as in past years.
Are you wondering, what could it be?
Sign up and you will see!

Lots of knowledge and oh so many laws,
Makes you wonder, what is the big draw?
Maybe it's the size, maybe it's the beauty,
Maybe it's the reflection and its duty.

Next we must eat, but where shall we go?
Maybe somewhere that has lots of dough!
Never fear, Wendy has a plan in her head,
And if you eat enough, you may need a bed.

Hold onto your hats and get ready for this,
It's a look behind doors to see what you miss.
It could be a surprise or maybe not,
I hope you walk away learning a lot!

\$155/person, payment due at sign up
attractions, lunch and transportation

Pick-up locations

Ida Grove, Lake View, Carroll and Glidden
Limited seats available - payment due to reserve seat

Windy City Wonders September 8 - 12, 2025

Monday, Sept. 8 (D)

Arrive in Hudson, IA to explore Hansen's Dairy. Guided tour to explore farm-to-table dairy process, trolley ride to the farm, explore the operation and even make butter! End the day in Waterloo, IA and enjoy a welcome dinner.

Overnight • Waterloo, IA

Tuesday, Sept. 9 (B, D)

Enjoy breakfast and continue the journey to Chicago. Explore the Skydeck at Willis Tower and take in the stunning Chicago skyline. Enjoy dinner as a group.

Overnight • Chicago, IL

Wednesday, Sept. 10 (B, L)

Start the day with an architecture tour by riverboat! Enjoy unique views from the water and a new perspective of the city. Tour the Museum of Science and Industry and enjoy free time in the evening at Navy Pier.

Overnight • Chicago, IL

Thursday, Sept. 11 (B, D)

Enjoy breakfast and then dive into Chicago's notorious past with a

thrilling gangster tour. Uncover the secrets of the city's prohibition-era underworld. Free time to explore the Magnificent Mile. Enjoy a farewell dinner in Davenport, IA.

Overnight • Davenport, IA

Friday, Sept. 12 (B)

Enjoy breakfast and start the journey home. A special stop at John Deere Pavilion, step inside the massive building and see the latest green machinery.

Pricing, seating is limited:

\$1,795/person, double (*2 people sharing room with 1 or 2 beds*)

\$2,259/person, single (*room for 1 person*)

Down payment (\$250 per traveler) due at sign up.
Seats still available!

RSVP and final payment due by May 30, 2025.

Travel insurance provided at extra cost.

Pick-up locations: Carroll, Ida Grove and Denison.

Reminder: We reserve the right to make itinerary and pick-up location changes.

**If you have trip or reservation questions,
contact Wendy Lorenzen at 712-367-2291.**

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.



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

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Strong Connections

What develops strong community connections and why are they important? For Lee Schoof, Branch Manager of our Harlan office, the seed of a community mindset was planted early. He commented, "Growing up on a family owned and operated dairy farm and being involved in 4-H and FFA programs resulted in great memories and lifelong friends. I knew early on that I wanted to find a way to give back to these organizations and remain involved in some way."

Lee, who has served on the Shelby County Fair Board for the past 11 years and is their current Treasurer, has helped interview youth applying for state 4-H scholarships, judged at District FFA contests, as well as many other activities. Lee continued, "My greatest enjoyment is my involvement with the county fair. Seeing youth spend time with their friends, while taking pride in their projects, brings back many memories and makes me look forward to giving my kids these same opportunities." He is also proud of the organization's large strides over the past several years including hosting concerts, a bull ride and substantial growth in business sponsorships.



Lee's passion for pheasant hunting led to his involvement with the Pheasants Forever chapters in Ida County and now in Shelby County for 12 years, serving as Treasurer the past 4 years. He commented, "It's been challenging and rewarding to be a part of bringing new life to the chapter, hosting banquets again, completing controlled CRP burns, supporting our local trap team and youth events, awarding a local scholarship, the purchase of 55 acres for public hunting, and more. I'm proud to be part of the growth and success resulting in a national ranking for memberships and being recognized as one of the Chapters of the Year."

For both organizations, these are all accomplishments that couldn't be done without a great board of directors, solid individual relationships, and strong community connections. Lee stated, "Organizations like these have helped me become a part of the community. I'm thankful that my wife, Brittany, and my kids also understand the importance of volunteering and have come to realize it is part of our lives. I will always encourage others to become involved in whatever they are passionate about . . . that is how you build strong community connections!"