

# D The United DIFFERENCE

September 2024

Member FDIC



## A Message from the President

It's election time! Every four years we get to cast our vote for the next President of the United States. Direction for our country will depend on who we, the people, choose to lead our country. It is a blessing we get to cast a vote and have a say in the process. Your choice and voice could make a difference!

Much like our elections, you get to choose where you bank. This, too, is an important decision and can make a difference in the direction of your operation or personal financial success. At UBI, our lenders strive to assist in your decision-making process when it comes to financing structure and choices. It is truly our mission "to create and maintain customer relationships" and do what we can to make you successful.

I want to focus on our UBI regional managers in this issue. This group of proven leaders not only has extensive knowledge and experience working with customers, they also serve as mentors in developing our staff for the future. I am very proud they represent UBI and are one of the many reasons "the difference is here".

I'm excited to share that for the past few months we have been working on an upgrade to our Online and Mobile Banking platform. This upgrade will provide some added functionality and convenience at your fingertips, as well as additional security features to protect your financial information. We are on pace to roll this out later in the year, so watch for more information in the months ahead.

As I write this, fair season is wrapping up. I am proud to say United Bank of Iowa continues to support our youth at local county fairs in many ways, but namely by purchasing their livestock and investing in these future farmers. If you know of any young men or women who are interested in getting started in farming, have them ask a UBI lender about our Beginning Farmer Loan Program which has been very successful.

You may have seen the announcement of our plans to open a new location in Manning later this year. We look forward to joining a community with a strong agricultural base and vibrant and growing business community.

Our Harlan office will be celebrating their 20th anniversary this fall. They will be hosting a customer appreciation event at their office in early September. Stop in and congratulate Lee Schoof and the Harlan staff.

Thank you for being a customer of United Bank of Iowa.



Daniel L. Dotzler  
President & CEO

### In This Issue:

- Regional Managers
- Strong Connections
- Emerald Club
- Fraud
- Beneficial Ownership

## Show Us Your Big Ears!

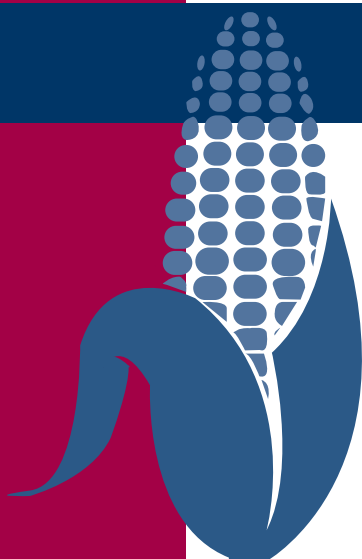
### Are you listening?

#### Attention Ag Customers:

Bring your biggest and best ear of corn to your local UBI office before September 30. The biggest ear will be based on total kernel count.

Each UBI office will have a winner and we will also award an overall champion BIGGEST and BEST ear of corn!

Local winners receive UBI gift items and the champion will win a \$100 cash! **And, you'll have bragging rights!**



# UBI Regional Managers

## 136 YEARS OF EXPERIENCE SERVING YOU!

In this issue we are featuring our Regional Managers who oversee our branches. These individuals "wear many hats" and are experts at multi-tasking while staying organized and managing their time.

You may know them as your lender; however, they also take on the role of supervisor, coach and mentor for the UBI team members around them. In addition, you will most likely find them volunteering and building strong connections in their communities as well!

Here's a sneak peek to learn a bit more about them and the skills and goals they have for our customers and their UBI team.



**Jim Friel**

**VP Regional Branch Manager, 25 years**

*In addition to being our Carroll Office Manager, Jim serves as the Regional Manager of the Churdan, Fort Dodge, Glidden and Lohrville offices and will oversee the future Manning office.*

*He has experience in all areas of lending – consumer, ag, and commercial. Jim commented, "I do my best to help our customers obtain their dreams while providing guidance and service to minimize any problems or obstacles they might face."*

*Jim enjoys coaching and growing the people around him, helping them achieve their personal and career goals. He believes in leading by example with his focus on training and promoting the UBI culture by upholding our Core Values and Shared Beliefs. His advice? Do your best, work hard, and make sure to have fun.*



**Jeff Neubaum**

**VP Regional Branch Manager, 23 years**

*Based in Rockwell City as their Office Manager, Jeff also oversees the Lake City, Lytton, Pocahontas, Rolfe, and Sac City offices; however, most customers know Jeff as their ag lender.*

*Jeff feels the main goal of his job is to provide a support system to staff of the branches within his region. That support system extends to ag, commercial, consumer and real estate customers.*

*Jeff strives to be a sounding board for branch employees and help find solutions for each situation. Jeff commented, "I go the extra distance and work hard to find a way to meet customer expectations, goals and dreams and show them why UBI is the place to bank, the place to grow, and a place for everyone to be treated like family."*



**Alan Weiss**

**VP Regional Branch Manager, 21 years**

*Alan, a dedicated Schleswig community member, manages the Schleswig office and oversees the area offices in Arthur, Denison, Kiron, and Odebolt.*

*Al's goal is to understand customers' needs and customize UBI products to fit their needs and make banking with UBI as easy as possible.*

*Al commented, "I like being genuine and treating our customers and employees like family. My goal is that when you come in a UBI branch you feel welcome and you want to call us your bank. I am fortunate to have worked with a lot of caring employees and I get to serve so many loyal and successful customers!"*



**Craig Moritz**

**VP Regional Branch Manager, 18 years**

*Although Craig is based in the Kingsley office, you may find him visiting with a customer or assisting an employee in our Anthon, Merville and Pierson offices.*

*Whether Craig is working with a customer or another employee, he tries to be understanding and keep their best interests as his main priority.*

*Craig commented, "I make a difference by taking the time to work with our lenders to understand our customers' needs and provide the best financial plan to help our customers meet their financial goals. I enjoy guiding customers through financial situations and knowing I have played a role in their success."*



**Jake Schaben**

**VP Regional Branch Manager, 16 years**

*Jake has his office in Dunlap; however, you might find him spending time in one of the other offices that he oversees – Charter Oak, Harlan, Moorhead or Onawa.*

*Jake's goal is to assist the other managers in his region in staffing, profitability, performance and operations, while overseeing Dunlap's daily operations.*

*Jake commented, "I make a difference by working with my customers to understand their financial goals and help them make financial decisions to meet these goals. Similarly, I work to understand my employees' professional goals in order to work with them to maximize their career potential."*



**Ronald Rice**

**VP Regional Branch Manager, 14 years**

*Ron, based in our Holstein office, also oversees the Alta, Aurelia, Cleghorn, Cushing, Galva, Holstein, Marcus and Storm Lake offices.*

*Ron's goals are simple – whether it is his customers or the UBI team members he works with, he likes to build long-term relationships, help people succeed and reach their goals.*

*Ron commented, "I try to make a difference in each of the offices and with each of my customers by making myself available to listen and help in any way I can. It is always rewarding to watch customers and employees grow and feel you have had a hand in helping with their success."*



**Jeff Buehler**

**SVP Branch Performance, 12 years**

*Jeff has the unique role of managing branch performance in all of our locations as well as overseeing the Ida Grove retail office.*

*In this role, his main goal is to assist our branches in achieving an optimal performance through our people, our products, our systems and our market outreach.*

*Jeff commented, "I believe I make a difference to our employees and customers by helping to provide solutions by using my years of experience and exposure to many different areas."*



**Andy Hunziker**

**VP Regional Branch Manager, 7 years**

*Andy is the Office Manager and Regional Manager of our Boone office.*

*Andy's goal is to ensure the branch runs efficiently and profitably. This includes having employees well trained on UBI products and services while providing excellent customer service.*

*Andy believes in taking the time to listen to his team to understand their goals and provide resources to continue to improve their skillset and customer relations. Andy commented, "This is true for customers too; I focus on listening to our customers' goals while providing the financial resources available to help them achieve their goals."*

# the Emerald Club

THE  
EMERALD  
CLUB



Wendy Lorenzen  
Emerald Club  
Coordinator

## Fall Supper

**September 12 • Denison • 5:30 pm**  
*First United Methodist Church, 113 S 14th Street*  
Catered meal with program to follow.  
**RSVP by September 6 to Denison office.**

## Fall Luncheon

**September 19 • Rockwell City • Noon**  
*Church of Christ, 850 Tonawanda St*  
Catered meal with program to follow.  
**RSVP by September 13 to Rockwell City, Lake City, Lytton, Pocahontas, Rolfe or Sac City offices.**

**September 25 • Ida Grove • Noon**  
*Sacred Heart Catholic Church, 800 N Main*  
Catered meal with program to follow.  
**RSVP by September 20 to Arthur office.**

**October 9 • Carroll • Noon**  
*Swan Lake Conservation Center, 22676 Swan Lake Dr*  
Catered meal with program to follow.  
**RSVP by October 2 to Carroll or Glidden offices.**

**October 22 • 7:00**  
**Free Movie Day** (*Club Members, no children*)  
Holstein Theatre

**December 13 • 11:00 - 1:00**  
**Christmas Open House • Carry Out**  
*All United Bank of Iowa Offices*

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

## DC to NYC • May 28 - June 5, 2025

### Capitals, Chocolate & The City That Never Sleeps

#### Wednesday, May 28 (D)

Depart Omaha airport for flight to Washington, DC. Welcome dinner in Washington, DC.  
**Overnight • Washington, DC**

#### Thursday, May 29 (B)

Tour the Washington Monument, the Jefferson and FDR Memorials, and the poignant Vietnam, Korean and Lincoln Memorials. Explore Smithsonian museums on your own, if time permits.  
**Overnight • Washington, DC**

#### Friday, May 30 (B,D)

Tour the United States Holocaust Memorial Museum and Arlington National Cemetery. Private tram to Kennedy's gravesite and the Tomb of the Unknown Soldier. Enjoy dinner as a group.  
**Overnight • Washington, DC**

#### Saturday, May 31 (B, D)

Enjoy breakfast and head towards Hershey, PA. Tour the delicious Hershey Chocolate World. Enjoy dinner as a group.  
**Overnight • Hershey, PA**

#### Sunday, June 1 (B, L)

Tour the Hershey Story Museum and engage with interactive exhibits and visit Hershey Gardens. Enjoy scenic ride to Philadelphia.  
**Overnight • Philadelphia, PA**

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

Visit the Liberty Bell and Independence Hall. Tour Christ Church, the Reading Terminal Market, Eastern State

Penitentiary and the National Constitution Center.

**Overnight • Philadelphia, PA**

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

Start the day traveling to New York. Tour the historic Radio City Music Hall and One World Observatory. Enjoy dinner as a group.  
**Overnight • New York, NY**

#### Wednesday, June 4 (B, D)

Start the day with a tour of 9/11 Memorial and Museum. Board a ferry to the Statue of Liberty and Ellis Island. Afternoon in Central Park at your own pace. Enjoy dinner as a group.  
**Overnight • New York, NY**

#### Thursday, June 5 (B)

Enjoy breakfast and get ready to fly home to Iowa!

#### Pricing, seating is limited:

**\$4,519/person** double (2 people sharing room with 1 or 2 beds)

**\$5,679/person** single (room for 1 person)

**\$4,265/person** triple or quad (3-4 people per room with 2 beds)

**Sign up starts September 3. Down payment (\$1,000 per traveler) due at sign up. Limited space.**

**Final payment due by January 24, 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.

**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.

# Beware of Weather Related Scams

Over the past months, our state has seen weather that can only be described as “wild”. Most people can probably think of someone they know personally who has been affected in some shape or form by flooding or storms. Unfortunately, there are people who seek to take advantage of a bad situation and try to scam those affected by the storms.

Scams come in many forms; some target the victims directly and some target those wanting to help. Here are a few examples:

## Scams That Target Victims Directly

- **Impersonation of Government Officials:** These scammers usually ask you to pay a fee or provide a lot of personal information to process a request for aid. Before giving out any personal information, always verify the provider’s credentials with local leaders or police. Most government assistance programs will not charge a fee to apply.
- **Contractor Scams:** Fake or untrustworthy contractors can try to take advantage of storm money. Most of these will demand payment up front before the work is completed. They will often underbid everyone in the area, making it seem like a good deed. Always get a contract that lists materials, costs and timelines. Verify legitimacy of the company by checking [www.iowadivisionoflabor.gov](http://www.iowadivisionoflabor.gov) which lists contractor registration and bond information.

- **Fake Charities:** Beware of charities that ask for sensitive personal information such as account numbers or social security numbers. This is a big red flag as most charities do not need any of this information to help you.
- **Predatory Practices:** While not necessarily a scam, some financial intuitions send representatives, mail or emails to try to lure in people who need financial assistance. Many times these loans have extremely high interest rates and other shady practices.

## For Those Who Want to Help

- Verify charities by visiting a website such as Charity Navigator to learn how your money goes to those in need.
- Donate directly to victims or local funds set up in the community to help.
- Be wary of GoFundMe type campaigns. While these can be a great way to help people, anyone can create a campaign for any reason.

# Attention Businesses

## Are You Ready for the New Federal Reporting Requirements for Beneficial Ownership?

Currently, banks collect beneficial ownership information from business customers. A national registry was implemented as of January 1, 2024, requiring new businesses to enter their beneficial ownership information within 90 days of registering a new business. Existing businesses have until January 1, 2025, to register this information. This deadline is reduced to 30 days for companies formed or registered on or after January 1, 2025.

### Who Has to Register?

1. Domestic reporting companies: corporations, limited liability companies, and any other entities created by the filing of a document with a secretary of state or any similar office in the United States.
2. Foreign reporting companies: entities (including corporations and limited liability companies) formed under the law of a foreign country that have registered to do business in the United States by filing of a document with the secretary of state or any similar office.

For more information on what entities have to report and how to report beneficial ownership information electronically, go to FinCEN’s website: [www.fincen.gov/boi](http://www.fincen.gov/boi).





- |             |            |           |               |
|-------------|------------|-----------|---------------|
| 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   |               |

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# Strong Connections



A banker going back to high school? You just never know where you might find Jim Friel.

Strong community connections are so important! The relationship of bankers supporting the community and, in turn, the community supporting their local bank is vital to the success of a community. A perfect example of strong connections is Jim Friel in our Carroll community. You may know Jim as the Manager of our Carroll office or the lender who typically writes our ag articles for this newsletter. He's also featured in this issue as one of our Regional Managers.

Jim has a strong dedication to the Carroll community. His current involvement includes school board member, director for Carroll County Growth Partnership, Leadership Committee for HUB712, President and Director of Carroll Cultural Alliance, Advisory Board Member for SBDC, and more! Jim mentioned he feels privileged to be part of starting HUB712, an entity to help start-up businesses, businesses looking for expansion, or succession plans for existing businesses. Another accomplishment he mentioned was the recent formation of Carroll Cultural Alliance, a multicultural group serving as a welcoming committee and resource for those coming to the Carroll community.

Jim commented, "I've been involved in many community, church and school groups over the years; however, one of my favorite volunteer roles is going into the high school as a guest speaker. I will talk about journeys and failures in my own life, how I have learned and what I am doing today. I also share examples of my banking career and talk about customer success stories that are relatable. I talk to youth about having a strong work ethic, setting goals, being open minded, communication and people skills, and of course, how to budget their money!" Sounds like the teachers and students are lucky to have him!

Jim is the perfect example of how bankers do more than banking... their strong connections in their community are just as important!