



It is hard to believe summer is coming to an end. For the most part, the weather was nice and there were plenty of activities going on. I had the pleasure of chaperoning a group of soon-to-be freshmen to Washington D.C. and

New York City this summer. It is amazing what you can learn being on a bus with a group of teenagers for several days. I still don't know how the travel company is able to make everything coordinate so well. They had it down to a science.

Like with anything, 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 realized this might be a good time to start pre-planning for the 2024 crop year. We really don't know or can't control the pricing of a commodity to fully understand our future revenue. However, we can understand and know what our costs will be per acre or per critter 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 if our emotions are too strong, it's easy to make unwise

decisions that we later regret. Proper planning can also help you with determining the right type of marketing strategies you would like to accomplish with your commodities.

As you are harvesting your crops this fall, please take a minute or two and think about next year's productions and also ask yourself some simple questions.

- Do I know the true cost of my crop or livestock operation?
- Should I be cautious with the volatility in markets?
- Is my margin going to be shrinking this upcoming year with all of the uncertainty in our current 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 to help guide and prepare you in overcoming obstacles you might face in your operation.

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.

Jim Friel
V.P. Regional Branch Manager
Carroll Office



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#1 Ag Bank
19 years!**

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See What Our Customers Are Saying!



"Our lender, Bill, is always helpful with any questions we have and he makes sure to look out for us. UBI has helped us grow our operation by making it possible to purchase ground and equipment."

- Jay and Shawn Collins
(pictured with UBI lender Bill Delaney)

For the rest of the Collins testimonial, and others, go to our website, www.unitedbk.bank.