

# News Alert

## UMB Financial Corporation – Recent Media Coverage

### **Columbia Daily Tribune – November 1, 2009**

Recently, American's for the Arts announced the 10 “*Best Companies Supporting the Arts in America.*” There are a lot of ideas worth emulating here in Mid-Missouri. Here's the list – UMB Financial Corp. of Kansas City: Founded by the Kemper family, the company dedicates time and money toward arts programs and artists locally and nationally. Its “*pARTnership place at UMB*” leases space at below-market rates to arts organizations in Kansas City.

### **Wichita Eagle – November 5, 2009**

Craig Anderson, a 24-year veteran of UMB, was promoted to president of regional banking for UMB Financial. In his new role, he'll have oversight of the \$8.3 billion bank's operations in Arizona, Colorado, Missouri (excluding Kansas City), Oklahoma and Kansas. Anderson will have six chairmen and CEOs of the regions under his purview reporting to him. One of them will be Bill Watson, who was promoted to chairman and CEO of the bank's Kansas region.

### **Kansas City Business Journal – November 6, 2009**

Michael Hagedorn has been promoted to vice chairman and chief administrative officer for UMB Financial Corp. Hagedorn will remain CFO and oversee additional financial, administrative and legal areas. Clyde Wendel has been promoted to president and CEO of Personal Financial Services for UMB Financial Corp. Wendel will manage all areas of personal wealth management, consumer banking and corporate trust. Dana Abraham has been promoted from executive vice president to president of Investment & Wealth Management for UMB Financial Corp. Abraham will oversee private banking, trust and brokerage.

### **Kansas City Call – November 12, 2009**

Mariner Kemper will be honored by the Urban League of Greater Kansas City as a Difference Maker. Mariner Kemper, chairman and chief executive of UMB Financial Corp., is widely recognized in the financial press as a “*best in class banker.*” What the financial community doesn't recognize is UMB's commitment to supporting the communities it serves with philanthropy, partnerships and volunteers. Mariner Kemper will accept the Difference Maker award for nearly a century of community service and development.

### **Kansas City Star – November 12, 2009**

In an interview on a new ruling by the Federal Reserve on overdraft fees, Peter deSilva, chairman and CEO of Kansas City-based UMB Bank, said that UMB will adopt any changes needed, but that it wasn't clear exactly what banks are required to do. “*The best way for customers to avoid fees is to keep money in their*



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accounts, obviously,” he said. deSilva said some consumers may mistakenly believe that an ATM or debit transaction won’t hit their accounts immediately, giving them time to cover the amount and avoid fees. But “it’s real-time and there must be a balance... or you’ll overdraw the account.”

### **Illinois Business Journal – November 13, 2009**

High demand and lack of supply have driven interest rates on municipal bonds to their lowest levels since 1967, according to industry analysts. The muni bond market is being driven by a “perfect storm” of factors, says Gary Guthrie, senior vice president and senior portfolio manager for UMB Investment Advisors in St. Louis.

### **TheStreet.com – November 13, 2009**

JPMorgan Chase is probably the sole megabank out there looking for expansion opportunities, and by and large, the healthy banks are being very selective about purchases, such as UMB Financial. Many other banks are hunkered down, dealing with their own losses, or fearful of taking on acquisitions that would hurt their balance sheets. Mariner Kemper, one of the most conservative bank executives out there, told TheStreet he’d be interested in good deals – that is, if any were out there. Though he scans the list of FDIC offerings often, most of the failed bank assets would increase his firm’s risk ratios too much, Kemper says.

### **Kansas City Star – November 18, 2009**

At the November meeting of the Society for Human Resource Management of Johnson County, local CEOs were on a panel discussing work forces. “Even in the ‘right-sizing’ banking industry, the last 18 months have been a buyers’ market for talent,” said UMB President Peter deSilva.

### **Fort Scott Tribune – November 19, 2009**

UMB Bank, a subsidiary of UMB Financial Corporation, recently announced the promotion of Cindy Bowman to the position of community bank president of Fort Scott.

### **Phoenix Business Journal – November 20, 2009**

UMB Bank Arizona, Phoenix, hired Kevin Herbst as vice president of commercial banking.

### **St. Louis Business Journal – November 20, 2009**

Tom Chulick, UMB chairman and chief executive of UMB St. Louis, was recently featured in an exclusive Q&A article in the *St. Louis Business Journal* where he discussed UMB’s strategy and broader banking issues. Following is a brief excerpt.

How is the increased focus on fee income going?

*UMB is more of a diversified financial services company as opposed to just a bank. While commercial and consumer banking remains a core competency, more than 50 percent of the revenue at UMB comes from non-banking fee income. We’ve seen what has happened with the way the economy has gone, and having a diversified revenue stream has served us well.*

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What are your thoughts on the increasing FDIC fees and assessments?

*We have to be cautious about how the assessments draw liquidity out of a market that is already strapped. If you want to lend money, you have to have cash to do it. If you are pulling that liquidity out of the industry through additional fees, what's the long-term effect? In addition, investor dollars are going into other sectors because they are looking for a return on their invested dollars.*

### FOX Business Network – November 20, 2009

Mariner Kemper, chairman and chief executive of UMB Financial Corp., was recently a guest on FOX Business. Please see the below for a brief segment of the live interview.

*“In general, we’re in agreement with the overall legislation that’s coming down. The one problem we have with the ‘too big to fail legislation’ is that they’re asking banks that are ten billion and above to foot the bill for the costs incurred by the FDIC, as they resolve these institutions. It’s our opinion, and many others like us, that at ten billion, maybe up to fifty billion, you’ve got smaller footprints and less complex products. And it’s hard for us to imagine how we’re systematically risky and should have to foot the bill for institutions that have large national footprints and complex product sets. We’re certainly not going to cause any problems for the nation’s economy, if there’s any problem with us. So, we feel strongly that number should be raised much higher, so banks that are doing the right thing and don’t cause these problems don’t have to foot the bill,”* said Kemper.

### Kansas City Star – November 24, 2009

By this time next year, Peter deSilva hopes his term as chairman of the Greater Kansas City Chamber of Commerce will show “*measurable progress—not just talk.*” The new chairman, who will share his expectations at the chamber’s annual dinner, wants his tenure to be marked by job growth in the metro area; better collaboration across state and county lines; and more recognition nationally of the Kansas City area as a great place to live and work.

*“When I was asked four years ago if I wanted to get in the succession line to do this, it was an easy answer,”* said deSilva, president and chief operating officer of UMB Financial Corp., who also serves as chairman and CEO of UMB Bank and chairman of UMB Fund Services.

### Springfield Business Journal – November 30, 2009

Darla Marler, assistant vice president and treasury management officer for UMB Bank, was a recent guest columnist for the *Springfield Business Journal*. The following is an excerpt from the article.

In discussing safeguarding company assets, she suggests implementing written fraud procedures and policies. Train employees about what constitutes fraud and how to detect it. Most employees do not want to be whistleblowers; establish an anonymous fraud hotline for them to use. Many resources exist to protect company assets. Employers should fully utilize their options by discussing processes with trusted advisors.