



News Highlights

St. Louis Small Business Monthly Magazine – June 1, 2013

David Bauer, UMB Bank's vice president and small business sales manager, discusses financial tips and strategies for small businesses in a featured guest column.

"The months early in the new year are an important time for small-business owners to strategically evaluate their business operations. This includes taking an objective look at the business plan, including monthly and annual financial plans."

KC Business Magazine – June 1, 2013

Want to invest in your company's future without depleting your cash? Area banking officials say, talk to your lender...UMB Kansas City President Jim Rine sees the same optimism, with an uptick in lending to its customers representing manufacturing, health care and natural resources. Rine says companies are leveraging low interest rates to buy new equipment and expand working capital lines of credit.

"There's still a lot of money on the sidelines among companies of all sizes," Rine says. "The most conservative ones are using that to pay down debt, which is always prudent."

St. Louis Post-Dispatch – June 4, 2013

The global bond market just had its worst month in nine years, but that's actually good news for most of us...Eric Kelley, fixed-income director at UMB Bank, predicts that the 10-year treasury yield could hit 2.5 percent by year-end and 3 percent in 2014. It's all part of getting the economy back to normal, he explains.

"As we go through this normalization process, it should be good for everyone," Kelley says. "Returns for people who have long-term fixed-income portfolios are going to get punished for a while, but it's a period of time we have to go through, and it will lead us to better times."

Reuters – June 10, 2013

There was a time when robust growth in U.S. commercial loans was seen as a good sign for the economy, but this year a double-digit surge is being seen as a red flag.

"With so much liquidity, banks feel a lot of pressure to make loans," said Mariner Kemper, chairman of UMB Financial Corp., a Kansas City, Missouri-based bank with \$3.2 billion in outstanding C&I loans. "There's a deterioration in covenant terms and pricing and that's potentially the kind of behavior that drives a crisis."



News Highlights

“I don’t see an economic breakout,” UMB’s Kemper said. “The broad-based economy is still operating with caution. There’s some good news that makes us all cautiously optimistic, but I’m hesitant to call it a new day.”

Kansas City Business Journal – June 14, 2013

UMB President of the Kansas City region, Jim Rine, was named a NextGen Leader and included in a recent profile.

“I started here right out of college as a commercial banking trainee/credit analyst, and I’ve been here 19 years,” said Rine, 43. “I find the management piece very rewarding and take much more pleasure from developing others than from me winning, if you will.”

Midlands Business Journal – June 14, 2013

Aging baby boomers increasingly are having health issues and area facilities are responding to their needs in different ways...With many high-deductible health plans, once the deductible is met, additional health care costs are covered at 100 percent. Some employers may also contribute to an employee’s health spending account (HSA) to cover part of the higher deductible. The “use it or lose it” rule that has been a challenge with flexible spending accounts does not apply to HSAs, said Dennis Triplett, CEO of UMB Healthcare Services. Instead, funds placed in an HSA can grow year after year.

“HSAs can serve as a powerful tool for long-term savings and as a key part of an overall retirement strategy to build wealth for both medical and other general retirement expenses, including tax-free Medicare premiums,” Triplett said. “Individuals are financially encouraged to think about things like whether or not they need to go to the ER – the most expensive place to receive care – or whether they could be treated at an urgent care center where the costs are much less.”

Reuters – June 17, 2013

UMB Financial Corporation, a financial services holding company headquartered in Kansas City, MO, is leading by example when it comes to promoting workplace wellness and encouraging healthier behavior. The CEO Roundtable on Cancer recently accredited UMB Financial with the CEO Cancer Gold Standard. The Gold Standard recognizes their efforts to reduce the risk of cancer for their employees and covered family members by promoting healthy lifestyle choices encouraging early detection through cancer screenings, and ensuring access to quality treatment.

“At UMB, we engage and encourage associates to take action and personal responsibility in improving the health and wellbeing of themselves and their



News Highlights

families by providing information and tools that allow them to make educated decisions,” said UMB Chairman and CEO, Mariner Kemper. “We are honored to receive the CEO Cancer Gold Standard accreditation, and we are committed to a culture of wellness at UMB.”

ColoradoBiz Magazine (video) – June 20, 2013

Chris Ross, UMB Bank’s senior vice president of treasury management, talks with ColoradoBiz Magazine about UMB’s treasury management services and current banking trends.

“The biggest trends we’re seeing continue to be the transition from paper checks to electronic services, including converting those checks, consumers paying online and businesses wanting to make payments automatically. It not only creates more efficiency for the company but it creates operational efficiency around account reconciliation and fraud prevention.”

St. Louis Post-Dispatch – June 21, 2013

Jim Bullard has a lot of credibility as an inflation fighter, so when he says inflation is too low, the rest of us should take notice. Bullard, president of the St. Louis Federal Reserve Bank, made just such a statement Wednesday when he cast his first dissenting vote as a member of the Federal Open Market Committee.

KC Mathews, chief investment officer at UMB Bank, said, “I think Mr. Bullard has it right. There is a wild card out there, and that is the potential for deflation.”

ColoradoBiz Magazine (video) – June 21, 2013

UMB’s chairman and CEO Mariner Kemper talks with ColoradoBiz Magazine about UMB’s 100-year anniversary.

“We do have a neat history at UMB – I am the sixth CEO in the last 100 years with the last name Kemper. What’s really important about that to me is having that kind of history provides for continuity. We are strong – not just surviving but thriving. And we have been able to do that because of our ability to bring the same thinking, philosophy, strategy and process to everything we do. While we have evolved, we also have kept our principles and our values alive.”

Kansas City Business Journal – June 21, 2013

Local bankers say competition in the Kansas City market is hitting heights they haven’t seen in years...Mariner Kemper, chairman of UMB Financial Corp., said banks are better off competing with one another for loans than dealing with the extremely low interest rates for government securities, where banks typically park a huge portion of money they take in as deposits. But the



News Highlights

Federal Reserve Board of Governors is contemplating reining in economic stimulus measures, which could change things.

“It’s long overdue, in my opinion, for us to return to a more normal interest rate environment,” Kemper said. “We waited a long time to do it, so it’s going to be more painful now, but it’s still necessary. It’s kind of like morphine versus surgery. Easy-money policies make people feel good for a while, but eventually the patient is going to need surgery.”

ColoradoBiz Magazine (video) – June 28, 2013

UMB’s chairman and CEO Mariner Kemper talks with ColoradoBiz Magazine about UMB’s mission and values.

“There are a couple of phrases I live by that I learned from my predecessors – mostly family members – and one of the biggest ones is rowing close to the shore...My father used to use this saying in a particular way, and I have expanded it in my own way. For me, rowing close to the shore means that every single risk we take we need to scope and measure so we know it won’t take the company down and we know its dimensions. Using the boat analogy, if you go out into the sea, you need to know how to get back to the shore.”

Springfield Business Journal – June 28, 2013

SBJ is proud to serve as the media sponsor for the second annual Business Class awards and celebration. Business Class is a recognition event, conceptualized and presented by UMB Bank, which celebrates great local companies and is designed to foster and/or mature the kind of close working relationships that typify much of the Springfield professional community.

Ann Marie Baker, UMB market president for Springfield, echoes the sentiment of all that were part of the 2012 wine country retreat by describing the synergy that started there and has grown during the last year.

“By coming together in an executive retreat setting, we believe the honorees gain insights from interacting with other business people who share their same passion for excellence,” Baker says. “The honorees and partners brought so much energy and knowledge together. The collective result was just amazing. Not only were they incredibly talented business people, they had a great time together, too.”