



News Highlights

Health Insurance Underwriter Magazine – Nov. 1, 2013

UMB Healthcare Services has introduced HSAWorks™, an advanced reporting and analytics tool that allows brokers, TPAs, health plans and employers to analyze health savings account data to achieve desired plan results.

“For quite some time, the industry has been focused solely on the administration of these accounts – enrollment, opening accounts and contributions,” said Dennis Triplett, CEO of UMB Healthcare Services. “Data reporting has never been front and center in the discussion, and oftentimes wasn’t provided at all. I believe the new capabilities in HSAWorks™ really moves the needle by supplying data and analysis for each employer group and partner that can help in driving HSA plan strategies based on each unique group enrolled.”

Ingram’s Magazine – Nov. 1, 2013

Dana Abraham, president of UMB Private Wealth Management, discusses intergenerational wealth transfer in a special guest column for Ingram’s Magazine.

“Money used to be a taboo topic—one that past generations would rarely dream of discussing with their children, let alone their grandchildren or other potential heirs. Today the mindset is much different. Many not only want to discuss this, but are also working with their wealth advisers to include a communication strategy within their overall estate plan...”

Ingram’s Magazine – Nov. 1, 2013

Imagine you’re in the food business. Now imagine a new market—2 billion people strong over the next 35 years, who need what you produce. How are you feeling about your long-term prospects for growth?

With their balance sheets shored up—“Significantly more liquid than they’ve been in the last 20 years,” President of UMB’s Agribusiness Division Bill Watson says—many farmers have been able to buy additional acreage and new equipment, creating new economies of scale and adding more efficiencies to their operations.

“We pulled the numbers from Kansas City Federal Reserve Bank on increasing land price over the past 10 years, and for a theoretical 1-acre piece of land in 2002, the value as of this past June, \$3,955, was almost a four-fold increase,” Watson said. Over the course of a 40-quarter period, only once did prices not increase, and that was in the fall of 2009, at the end of the Great Recession.



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Ingram's Magazine – Nov. 1, 2013

Bill Watson, president of UMB Bank's Agribusiness Division, participated in a roundtable with Ingram's Magazine to discuss the regional agribusiness industry.

"There are billions who are eating animal protein once or twice a week whose parents may have eaten it once or twice a year," confirmed Bill Watson, president of UMB's Agribusiness Division. As Watson observed, all that animal protein was raised on grain. "I see that growth as almost an insurance policy to the grain growers in our country."

The Bond Buyer – Nov. 8, 2013

In a faltering economic environment where philanthropy often falls short, museums and galleries are turning to innovative bond structures and star-studded fundraising campaigns to finance their projects...With cultural entities, strong attendance is often not enough to keep institutions afloat, said Gavin Wilkinson, a senior vice president at UMB Bank.

"Philanthropic efforts have suffered substantially over the last several years," Wilkinson, who serves as successor trustee for distressed municipals, said in an interview. "If you're counting on good will and philanthropy, that's something that can change as people's lives and fortunes change."

As the economy drains the discretionary income of citizens, donors who originally committed to a project are free to change their mind, as there is seldom any legal binding to follow through on pledges.

"Civic institutions are often backed by charismatic leaders who have a vision, and convince taxpayers or others that it's worth putting investment into," Wilkinson said. "That vision has to connect with a broad group of people. If you build it, they may not come."

Kansas City Business Journal "Impact Awards" – Nov. 8, 2013

UMB continually works to evolve its customer experience, and its latest initiative involves video banking technology, which UMB launched this year in Kansas City, Denver and St. Louis. Christine Pierson, executive vice president of consumer services for UMB, said this type of initiative is important for several reasons.

"Banking is becoming more and more technologically dominant," she said. "Our goal was to save time in the branch, and we did so by nearly 150 hours," she said. "With that time saved, the three locations were able to proactively contact an additional 1,000 customers in an effort better understand their financial needs and goals and determine ways we can elevate their experience."



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Springfield Business Journal – Nov. 15, 2013

UMB Bank was named the No. 1 Choice Employer in the 25-100-employee category for the third year in a row. UMB employs 29 full- and part-time workers in the Springfield area. The bank offers 15 to 19 paid days for all employees – with no waiting period – and a comprehensive health care package including company-paid life insurance.

“The many different features of UMB’s overall benefits package provides at least one favorite perk for everyone,” said Ann Marie Baker, president of UMB Bank’s Southwest Missouri region. “This package includes generous paid time off, comprehensive medical/dental/vision coverage, the employer match of up to 6 percent on 401(k) contributions and many other opportunities for specialized coverage. In addition, UMB offers a free wellness program allowing participants to receive discounts on their medical premiums as well as promoting health lifestyles. Associates also get 10 paid holidays each year.”

The Wichita Eagle – Nov. 15, 2013

Fee income has become a bigger buzzword in the banking industry as banks of all sizes continue to wrestle with the effects of a persistently low interest rate environment and a prolonged period of tepid loan demand. The holding company of UMB Bank was recognized last month as one of the 10 best fee income banks in the country by Bank Director magazine, an industry publication. The magazine said noninterest income accounted for 57 percent of UMB’s operating revenue last year.

“It’s very important to who we are and how we do business,” Mike Hagedorn, vice chairman and chief financial officer at UMB Financial Corp., said of the company’s fee income it derives from that diversification. “Diversified revenue allows you to be in a position to make good loans and not be stretched to make loans where you’re wondering whether you are going to get paid.”

TheStreet.com – Nov. 20, 2013

Mariner Kemper, Chairman and CEO of UMB Financial Corp., recently sat down with TheStreet.com to discuss loan growth, regulation reform and shareholder returns.

“Our success is quite simple – it’s blocking and tackling for us and it has been that way throughout the crisis,” Kemper said. “We haven’t had to focus internally so the sales force has been out building the pipeline. Our success is lead by our commercial banking activity and loan growth. We’ve had substantial loan growth – 20 percent loan growth in the third quarter against the average of 1-2 percent. We’ve had seven consecutive quarters of double-digit loan growth. Our non-bank businesses like Scout have been on fire. We are managing almost \$30 billion in that business, representing almost 25 percent of our bottom line now.”



News Highlights

DebtWire.com – Nov. 21, 2013

The appointment of UMB as successor trustee may be a reason for investors to take a second look at a credit and rethink their positions. Engagement with the Missouri-based regional bank is typically a sign of distress on the horizon and bondholders looking to get litigious, said three bondholders and two restructuring attorneys.

Even so, UMB has emerged as the municipal market's favorite workout group to tell them their investment is going south. As its turnaround success stories and reputation grow, so has its team. UMB's workout division more than doubled in September with the hiring of four workout specialists from Wells Fargo growing the group to seven from three, said Mark Flannigan, director of Legal, Compliance and Special Accounts for the bank.

"Our goal is to become the premier trustee in workout situations," Flannigan said. "There's a growing awareness among institutions that they have a choice with trustees [in workout situations]."

Kansas City Business Journal – Nov. 22, 2013

Mariner Kemper, Chairman and CEO of UMB Financial Corp., discusses the values and successes of the 100-year-old entrepreneur in a special guest column for the Kansas City Business Journal.

"A century is a significant amount of time for anything. However, it's an especially meaningful milestone for UMB. When you think about some of the challenges over the past 100 years: the Great Depression, world wars and most recently the Great Recession, it's a unique feat to not only survive 100 years, but to thrive. We aren't the only century-old company; there are many more like us. So what's the secret to success?"

It's the story of the 100-year-old entrepreneur. What do I mean by that? It's the idea that, regardless of how long a business operates, the leaders must make a conscious effort to always incorporate the entrepreneur mindset in their day-to-day work..."

Denver Business Journal – Nov. 29, 2013

Marti Brust, senior vice president and wealth adviser at UMB Asset Management, was featured in a Denver Business Journal "Making Their Mark" profile where she discusses her banking career and community involvement.

Marti Brust decided to pursue a career in banking following her grandfather's death. Her grandparents made an ill-informed decision about her grandfather's military pension after his service in World War II and the Korean War, Brust said, and as a result, her grandmother was left with very little money after he passed away.



UMB Financial Corporation

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*“If someone had the opportunity with my grandfather’s military pension to point out the pros and cons of all the choices that were available to him, I wonder if he would’ve made a different choice at that time,” Brust said.
“That’s how I got passionate about doing what it is that I do.”*