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Denver Business Journal – Dec. 2, 2013

Most commercial bankers will tell you that it's good to be a borrower right now. With the bank sector healing from the financial crisis and many banks sitting on lots of cash, the competition is fierce to make loans to good borrowers.

Because of its financial strength during the downturn, Kansas City-based UMB Financial, parent of UMB Bank, has been steadily increasing its market share in metro Denver, going from the 26th largest bank in Denver by local deposits in 2010 to the 14th largest as of June 30, according to FDIC data.

“For us it’s really getting to know our customers and making sure we’re always there for them,” said Jon Robinson, CEO and chief lending officer of UMB Bank in Colorado. “If you talked to our customers during 2008, 2009 and 2010, we were still loaning money the same way we did in 2007. We think that steady, ‘always there for you during good times and bad’ plays pretty well.”

Benefits Pro – Dec. 4, 2013

Dennis Triplett, CEO of UMB Healthcare Services, discusses five ways to make HSAs more successful in a special guest column for Benefits Pro.

“Health savings accounts (HSAs) turn 10 years old on Sunday. Signed into law Dec. 8, 2003 by President George W. Bush, HSAs were established as part of the Medicare Prescription Drug, Improvement, and Modernization Act and served as a replacement for medical savings accounts. Today, these accounts have become a popular and economical option for both employers and employees, as well as a key component of the trend toward consumer-driven health care.

According to America’s Health Insurance Plans, 15.5 million people are covered by HSAs/high-deductible health plans (HDHPs). HSAs have seen steady and significant growth each year since their launch. In celebration of HSAs’ “birth,” we’ve compiled our top five considerations for making HSA plans successful for your clients and their employees in the New Year...”

Denver Business Journal – Dec. 6, 2013

If you have a decade or more of experience in the banking sector, you should have no problem getting a job these days. Consolidation in the sector and a lack of internal training programs have created a void of seasoned bankers, said Jon Robinson, CEO and chief lending officer of UMB Bank in Colorado.

Robinson has been with Kansas City-based UMB Financial Corp. (Nasdaq: UMBF) for 32 years and calls himself a “lifer” there.



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“We have quite a few lifers when you look around UMB,” he said. “However, we’ve been on a pretty fast growth binge since 2008. That’s put a bit of pressure on us from a talent standpoint.” Robinson said UMB historically has been successful “growing its own talent, but I think we’re outgrowing that base of talent, so we have to look externally.”

Phoenix Business Journal – Dec. 13, 2013

As 2013 draws to a close, employees shouldn’t forget to check their flexible savings account balance — use it or lose it.

Dennis Triplett, CEO of UMB Healthcare Services, said next year you will be able to roll over \$500 in FSA funds rather than scampering around at the end of the year to buy nonessential items. He chairs the Employers Council on Flexible Compensation, a national organization instrumental in federal regulatory changes that impact the use-it-or-lose-it component of FSAs.

“It allows participants to roll over up to \$500 a year and carry it over from one year to the next,” he said. Employers will be able to decide whether they want to offer the existing grace period to employees that gives a few extra months to spend the remaining FSA balance or to switch over to the \$500 rollover benefit. “Lots of employers will opt for the \$500 rollover,” he said.

St. Louis Post-Dispatch – Dec. 20, 2013

Meeting with your banker has taken on a whole new meaning at UMB Bank’s Kirkwood branch, where a robot and computer monitor are used to conduct some account services.

UMB is one of a handful of national banks that are investing in virtual banking and other technology as more people become comfortable using electronic signatures to sign documents and communicating via video conferencing.

“We’re always looking at customers’ and how their needs evolve,” said Shelly Nischbach, UMB Bank’s senior vice president and eastern territory sales director. “The way that we go about banking, which used to be more transactional, we’re moving more toward relationship-based banking.”

ColoradoBiz Magazine – Dec. 20, 2013

Bill Watson, CEO of UMB’s Agribusiness Division, discusses the rising interest rates in agribusiness and tips for better financial planning in a special guest column for ColoradoBiz Magazine.

“For farmers and producers planning their production and financial futures, there is no shortage of variables to consider in today’s market. First, weather patterns continue to confound producers on both sides of the too wet/too dry continuum. Second, grain and commodity prices have started to regain some support, both of which are up from recent levels but are still well below the highs of the past several years. Furthermore, land prices continue to hold (for



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now) at extraordinarily and historically high levels in many areas of the country.

However, with all of these variables to consider, there is one other factor that may be the most important to consider when planning for the future—interest rates. With historically low interest rates currently being offered for operating lines as well as some floating rate term debt financing that has been put in place during the last four to five years, many ag producers have been lulled into forgetting that interest rates can change as fast and dramatically as corn prices.”

Phoenix Business Journal – Dec. 20, 2013

Banking in the Valley is very much a David and Goliath story. In one corner are the mega banks. JPMorgan Chase & Co. is largest based on deposits, displacing Wells Fargo & Co. from last year’s top spot to No. 2, based on deposits as of June 30. Bank of America remains third. Combined, those three hold nearly 71.5 percent of the market share in deposits, according to the Federal Deposit Insurance Corp.

Then there are the smaller banks — those that have single-digit market share, but proliferate across the Valley and state. Combined, the 60 banks that made this year’s list have nearly \$67 million in deposits. Most are community or regional banks, and business is fairly good for them.

Jim Patterson, chairman and CEO of UMB Bank’s Arizona region, is looking to expand within the health sector, focusing on hospitals, physician practices and surgical centers.

“We’re anxious about our health care initiatives,” he said. “Most of our customers had a great year or at least a good year (in 2013) and are looking forward to a similar kind of year in 2014.”

St. Louis Post-Dispatch – Dec. 22, 2013

What a difference six months makes. In June, Federal Reserve Chairman Ben Bernanke held a news conference to say the Fed might start reducing the amount of bonds it’s buying every month to stimulate the economy. The stock market panicked, falling 4 percent in two days, and bond yields rose sharply.

“What’s changed in the last six months is that really the data appears to be justifying it now,” says KC Mathews, chief investment officer at UMB Bank in Kansas City. “The stock market interprets it as a positive that the Fed feels you have sustainable economic growth.”