



## News Highlights

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### **KC Business Magazine – March 1, 2014**

Begonya Klumb was named one of KC Business Magazine's 30 Most Influential Women.

*"She came to Kansas City and UMB 10 years ago, and by 2008, Klumb had built the UMB's mergers and acquisitions department, serving as its director. She has since helped UMB close more than 20 acquisitions. Prior to her promotion to executive vice president in February of this year, she served as UMB's director of corporate strategy and development and was integral in raising \$231 million in common stock from Wall Street to position the bank for future growth."*

### **Wichita Business Journal – March 4, 2014**

UMB Bank was named a Healthiest Employers – Large Category finalist.

*"We wanted to offer associates resources to improve their health while also trying to keep our medical insurance costs down. Over time, this has evolved into creating a culture of health and wellness within our organization."*

### **CompanyWeek – March 10, 2014**

UMB's chief investment officer, KC Mathews, discussed the 2014 economic forecast in a featured guest column.

*"This year our economic theme draws a parallel between a movie sequel and the economic environment. While this may seem like an unlikely correlation, we believe 2014 will be a compelling extension of 2013's economic story. Much like any movie sequel, this year's economy will include a similar cast, an extension of the original plot, and a potential surprise or twist as the economic show comes to a close."*

### **The Philadelphia Inquirer – March 10, 2014**

UMB Financial Corp., Kansas City, Mo., hired Louis Maricondi as senior vice president and global sales director for its institutional banking and investor services division in Chadds Ford. He was vice president and senior director of business development for BNY Mellon.

### **Colorado Springs Business Journal – March 14, 2014**

Rhett Brengarth, vice president of commercial banking for UMB Bank, was named a 2014 Rising Stars by the Colorado Springs Business Journal.

Now vice president of commercial banking, Brengarth is responsible for managing a portfolio and developing new business locally in Colorado Springs and along the Front Range.



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*“I’ve met a lot of great people here,” he said. “We absolutely love this community. It’s beautiful and a great place to raise a young family.”*

### **Ozarks Farm & Neighbor – March 18, 2014**

Bill Watson, president of UMB Bank’s Agribusiness Division, discusses the importance of intergenerational wealth transfer in agribusiness in a featured guest column.

*“Money and land used to be taboo topics—ones that past generations would never 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 advisors to include a communication strategy within their overall estate plan.”*

### **ColoradoBiz Magazine – March 18, 2014**

Eric Craine, senior vice president and regional manager for UMB Colorado’s consumer and small business segment, discusses the options and value of a home equity line of credit in a featured guest column.

*“Buying a house has long been considered the American dream. And today, homeowners are finding meaningful value by using the equity in that dream to help finance other needs in the form of college tuition, consolidating debt or remodeling a kitchen. Home equity lines of credit (HELOC) are a way of establishing and utilizing a line of credit by using the equity in the home as collateral. With today’s low interest rates and rebound in home prices, homeowners may have greater opportunity to borrow against their equity.”*

### **Denver Post – March 19, 2014**

Only about four out of 23 students in a business law class at Legacy High School in Broomfield raised their hands when Denver banker Jon Robinson asked them Monday whether business executives could be trusted.

Robinson, CEO of UMB Bank - Colorado, didn’t take offense, but moved into a discussion of why an already seemingly jaded generation should pursue ethical behavior.

*“Listen to that voice in the back of your head,” Robinson would urge the class later on. Robinson is among a group of about three dozen local executives who volunteer for Junior Achievement Rocky Mountain’s “Capitalism with a Conscience” program. A key message of the program is that capitalism can’t work without trust, and trust can’t exist unless people behave ethically.”*



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### ***Kansas City Business Journal – March 20, 2014***

In an effort to raise money for CASA of Kansas City and Big Brothers Big Sisters of Greater Kansas City, Darius Rucker will perform at the fourth annual UMB Big Bash concert at the Uptown Theater on June 19.

*"We're excited to host Darius Rucker, one of today's top country artists," event chairman and UMB Financial Corp. President Peter deSilva said in a release. "CASA and Big Brother Big Sisters are worthwhile causes we are proud to support through this fun community event."*

### ***The Wichita Eagle – March 25, 2014***

Gil Trout said Tuesday that his first year as UMB Bank's Kansas region CEO was a busy one and that it's likely to get busier in his second year.

Trout, who is based at the bank's downtown office at 130 N. Market, said the Kansas region's loan portfolio grew 14 percent in the past year. Loan growth should continue in 2014 as the bank prepares to add another commercial lender and, for the first time in Wichita, a treasury management officer.

*"Most of our significant growth has come from Wichita," he said.*

### ***American Banker – March 25, 2014***

UMB Bank is channeling its inner Apple to encourage more of its customers to use online and mobile banking. The Kansas City, Mo., bank has begun designating tech support specialists in its branches whose job is to help customers understand and use digital services like mobile deposits and online bill pay.

*"In-branch traffic is going down across the country," says Christine Pierson, an executive vice president and head of UMB's financial consumer division "[We're] interested in ways to get customers to be engaged with the bank."*

### ***Dallas Morning News – March 29, 2014***

It's steady as she goes in the Texas labor market. Employers across the state added 37,600 jobs in February, less than an upwardly revised 43,000 new jobs in January, according to government data released Friday.

Kansas City-based UMB Bank opened an office in North Texas with a handful of commercial bankers 15 months ago because it saw growth opportunity. It plans to hire a few more commercial bankers and five wealth management advisers this year, said Zach Fee, president of the Texas region.

*"Dallas is a much more diversified economy vs. a Houston," Fee said. "The economy is vibrant. This is a place people are moving to, and this is a place businesses are moving to because people are here."*



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### ***Kansas City Business Journal – March 31, 2014***

UMB Healthcare Services, a division of UMB Financial Corp., announced that client health savings account balances surpassed \$800 million after growing 30 percent in the past year. The number of health savings accounts at UMB reached 449,292, up 40 percent since last year.

*“We have seen tremendous growth and adoption of HSAs since their enactment 10 years ago,” UMB Healthcare Services CEO Dennis Triplett said in a release. “The health care landscape continues to make these accounts attractive to not only employers, but also employees that look to economize health care spending while maintaining coverage and saving for the future.”*

### ***CompanyWeek – March 31, 2014***

Sean Nohavec, senior vice president of business development at UMB Bank in Colorado, discusses how to create efficiencies with the right financial tools in a featured guest column.

*“For manufacturers, gaining efficiencies continues to be a top priority. One only has to look at the rise in lean standards to see this trend. And while many are making great strides in maximizing their physical operations, administrative areas should be considered as well. Specifically, in many cases, there may be an opportunity to create time- and money-savers in company financial processes. Planning for large investments, streamlining purchasing processes and using payment technology are just a few items for manufacturers to consider.”*