



News Highlights

Phoenix Art Museum Commemorative Issue – April 1, 2014

Jim Patterson, CEO of UMB Bank Arizona, was featured in a profile as the Phoenix Art Museum's 2014 chairman of the board of trustees.

"When I joined UMB Bank nearly five years ago, I discovered that the company's long-standing commitment to the arts aligned with my passion, allowing me to become professional and personally involved with the Phoenix Art Museum. Since that time I have formed a deeper connection and interest in the museum, which has led to my current position as chairman of the Board of Trustees."

Health Insurance Underwriter – April 1, 2014

Dennis Triplett, CEO of UMB Healthcare Services, discusses five steps to maximize your HSA in a featured guest column.

"Health savings accounts recently celebrated their first decade. 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. 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 healthcare."

St. Louis Business Journal – April 4, 2014

UMB Healthcare Services, a division of UMB Financial Corp., grew Health Savings Accounts 40 percent in 2013, to 449,292 individual accounts. Balances in the accounts grew 30 percent, surpassing \$800 million, the company reported.

"We have seen tremendous growth and adoption of HSAs since their enactment 10 years ago," Dennis Triplett, CEO of UMB Healthcare Services, said in a statement. "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."

Midlands Business Journal – April 4, 2014

Farmland prices are still high, but not as high as they have been. Strong market prices have allowed land prices to stay high, said Bill Watson, president of UMB's Agribusiness Division.

"Agriculture markets have been very robust over the past decade," Watson said. "While grain prices have fallen somewhat below historical highs in 2012, cattle prices are currently at record highs and are anticipated to remain there for some time. In general, agricultural markets continue to be strong."



News Highlights

Midlands Business Journal – April 4, 2014

Low interest rates are good and bad, depending on your perspective. Much of the cause of low interest rates is due to the Federal Reserve buying mortgage-backed bonds as a way of forcing down yields in hopes of stimulating economic growth, said Joel Falk, president of the Nebraska region of UMB Bank.

“Borrowers are definitely the winners in the low rate environment that has sustained itself for quite some time,” Falk said. “Similarly, households have taken advantage of low rates, reducing the cost of homeownership and encouraging people to move.”

Kansas City Business Journal – April 7, 2014

Dennis Triplett has a lot to smile about these days as CEO of UMB Healthcare Services: The company has experienced 30 percent growth in its health savings account balances during the past year, reaching \$800 million. We asked Triplett three questions about trends in the HSA market.

So what are the biggest factors at play driving HSA balances at UMB?

“One is organic growth. We look at the length of time that a person has a high-deductible plan or an HSA with us, and as the vintages mature, so do the dollars in those accounts. We also see that there is a trend of more employers offering high-deductible plans coupled with HSAs, and among those there are a number of employers who are in the large-group market now who are going full replacement.”

Bank Systems & Technology – April 14, 2014

Every bank has its share of early and late adopters to new technologies, which can play havoc on banks’ channel strategies. Every bank is having to deal with this conundrum, but Kansas City, MO.-based UMB Bank has found that leveraging its branch network to help customers learn how to use self-service channels can both increase branch revenue and cut costs by increasing use of new channels for certain transactions.

“There are still customers that aren’t comfortable using new technology. You have to hold their hand a little to help them get used to the technology,” says Christine Pierson, EVP of UMB Bank’s financial consumer division.

Phoenix Business Journal – April 18, 2014

Bankers and economists have a good feeling about 2014 as retail, construction, lending and jobs show signs of improvement. The weather across the country put a damper on the U.S. economy in the past several months, but now that skies are clearing, the local economy seems to be heating up.



News Highlights

“There are several influencing factors that we anticipate will help the local economy in 2014, including housing numbers, job creation, interest rates and several industries that are in growth mode,” said Jim Patterson, CEO of UMB Bank Arizona.

Wichita Business Journal – April 18, 2014

Gil Trout, chairman and CEO of the Kansas region for UMB Bank, discusses the Best in Business award in a featured guest column.

“UMB is in our ninth year sponsoring the Wichita Business Journal’s Best in Business Awards, and every year we continue to be impressed with the quality and character of local businesses in the community. This year, each honoree demonstrates incredible innovation practices, community involvement and business performance. Each company drives business excellence, dedicating invaluable resources to community needs and significantly contributing to our city’s overall success.”

Joplin Regional Business Journal – April 21, 2014

UMB Financial Corp. was among 31 financial institutions named to KBW Inc.’s annual Bank Honor Roll, according to a news release.

“It is an honor to once again be recognized by KBW as one of the best banking institutions in the country based on our performance during the past 10 years,” said Mariner Kemper, UMB CEO. “We delivered strong growth in 2013 by sticking to the values that have guided us through 100 years in banking and financial services – doing the right thing for our customers. The outcome of those decisions can be seen in our financial results: a balance sheet that gives us strength to serve customers’ needs in any economy, and long-term growth in revenue, earnings and market value.”

Kansas City Business Journal – April 22, 2014

UMB Financial Corp. announced earnings of \$23.4 million, or 52 cents a share, in the first quarter, a 33 percent drop from the same period a year ago. CEO Mariner Kemper said the drop was due in part to a \$15 million contingency reserve that needed to be created to cover the earn-out amount owed to the sellers of Prairie Capital Management.

“Since we acquired it in 2010, Prairie Capital has been a high-performing business unit, one that is important to our long-term strategy as a diversified financial holding company,” Kemper said in a release. “Notwithstanding the volatility in earnings related to acquisitions, our ongoing operations are performing well.”



News Highlights

American Banker – April 23, 2014

Pat Thelen, executive vice president of treasury management, capital markets and international banking at UMB, discusses ACH payments in a guest column.

“Banking is the sector at the highest risk of game-changing market shifts. According to the Millennial Disruption Index, millennials believe payments innovation will come from outside their bank, with nearly half showing more confidence in what startups and technology companies add to payments than what their banks do. This presents a challenge and an opportunity for financial institutions moving forward.”

St. Louis Business Journal – April 23, 2014

UMB’s St. Louis lending business remains strong, Tom Chulick, St. Louis chairman and chief executive, said.

“St. Louis continues to be one of the top commercial loan markets for UMB,” he said, with 28.3 percent year-over-year loan growth in the first quarter. Loans for equipment purchases have been especially strong. “As always, competition remains strong in the St. Louis area, but we continue to stay competitive on our loan rates and terms.”

Kansas City Business Journal – April 25, 2014

Joining UMB Bank eight years ago with a directive to build up private banking services for some of its wealthiest customers, Dana Abraham brings determination, experience and Southern charm to her job. She talked about her career, her experience, her vision and what drives her.

How has private banking changed since the recession?

“Pre-crisis, clients were more motivated by an interesting product, such as auction-rate securities or mortgage-backed securities, and good customer service. The market was good, and net worth was growing, so life was great.”

“Post-crisis, there is a level of skepticism. The whole country has moved to the Show-Me-State. It is all about showing them. That’s changed everything in the way we do business. There isn’t this blind trust anymore when you’re managing someone’s money. If we’re making adjustments in asset allocation, they want to know why we’re doing that. So there is a lot of education involved now.”