

## **COMMERCIAL AND SMALL BUSINESS PRODUCTS AND SERVICES**

### **COMMERCIAL AND SMALL BUSINESS DEPOSITS**

#### **Money Market Checking Sweep Accounts**

A checking account for businesses that want to earn current money market rates while retaining availability of funds. These checking accounts automatically sweep everything over a minimum balance (called a peg balance) into a money market investment account overnight. Balances swept are not FDIC insured. This account does not have any withdrawal restrictions.

#### **Daily Investment Accounts**

The Daily Investment Account provides UMB commercial customers with interest and limited check writing ability. Interest rates are tiered based on the balance that is maintained in the account. The greater the balance, the higher the rate of interest that can be earned. The Daily Investment Account is designed for organizations that want to earn a competitive rate of interest but still need limited check writing abilities. This account is FDIC insured and is restricted to six debits per month, excluding transfers that occur within our branches with an authorized signer present.

#### **Money Market Deposit Accounts**

The Money Market Deposit Account provides UMB commercial customers with interest and limited check writing ability. Interest rates are tiered based on the balance that is maintained in the account. The greater the balance, the higher the rate of interest that can be earned. The Money Market account is designed for organizations that want to earn a competitive rate of interest but still need limited check writing abilities. This account is FDIC insured and is restricted to six debits per month, excluding transfers that occur within our branches with an authorized signer present.

#### **Performance Checking Accounts**

For businesses that want a checking account that can meet their investment needs, UMB offers the Performance Account. These simplified checking accounts give the customer one account that facilitates both their checking needs and desire to earn interest. With a tiered interest rate, the interest the customer earns depends on the balances kept in the account. The account is also FDIC insured and free from withdrawal restrictions.

#### **Regular Checking Accounts**

UMB offers a corporate checking account for business concerns and organizations. Our Regular Commercial Checking Account is assigned an Earnings Credit Rate which is tiered based on collected balances maintained in the account or account relationship structure. The Earnings Credit Rate is applied to collected balances less any reserve requirement to provide for compensating balances which may be used to offset service charges. Any compensating balances not utilized will be forfeited at the end of each account analysis cycle.

#### **Hybrid Checking Accounts**

UMB offers the Commercial Hybrid Deposit Account, an insured checking account for the corporate customer who desires a combination of offsetting service charges with earnings credit, and earning a competitive interest rate. Our Commercial Hybrid Checking Account is assigned an Earnings Credit Rate which is tiered based on collected balances maintained in the account or account relationship structure. The Earnings Credit Rate is applied to collected balances less any reserve requirement to provide for compensating balances which may be used to offset service charges. Any collected balances maintained in excess of the level required to offset service charges will earn interest.

#### **Controlled Disbursement Account**

The UMB Controlled Disbursement Account is a useful cash management tool that helps minimize your idle balances and put your excess cash to work. Once the account is set up, you will receive notification of the funds needed for your presented checks early each business day. This will help you with short-term cash flow forecasting. The final check presentment occurs early each day so you can receive notification of your daily check funding requirements by 10 a.m. (CT). The Controlled Disbursement Account always maintains a zero balance. The exact funds needed to cover the disbursements are automatically

transferred to your Controlled Disbursement Account from your primary UMB account.

### **Zero Balance Account**

A Zero Balance Account (ZBA) is a checking account which maintains a "\$0" balance and is funded by a master account. At the end of each business day for standard ZBA's, a debit is made to the master account for the total dollars of checks clearing the ZBA, and the ZBA is credited to return the account balance to zero.

ZBA's can also be used for depository purposes. A company with several divisions may make deposits into multiple ZBA's. At the close of business, a debit is made to each ZBA and funds are credited to the master account.

### **Treasury Management Solutions Accounts (Commercial and Small Business)**

An account designed to meet the needs of a growing Business Banking customer, offering a fixed price (which can be waived if a minimum balance requirement is met) for a bundled solution set aimed at meeting the a customer's growing treasury needs.

### **Small Business Checking Accounts**

An account designed especially for businesses with a low to moderate number of transactions. There is a \$100 minimum deposit to open account and no monthly service charge if the minimum balance requirement is met. This account has access to online bill pay and QuickBooks and experiences the benefit of special pricing on deposited items, credits, and debits (some transaction exclusions apply).

### **Small Business Checking Plus Accounts**

An account designed especially for businesses with a moderate to high number of transactions. There is a \$100 minimum deposit to open account and no monthly service charge if the minimum balance requirement is met. This account has access to online bill pay and QuickBooks and experiences the benefit of special pricing on deposited items, credits, and debits (some transaction exclusions apply).

### **Small Business Commercial Savings Account**

UMB offers a statement savings account for the business organization that has excess funds to save wants to earn interest on those funds and wants those funds to be accessible. Funds deposited to a statement savings account may be transferred to their commercial checking accounts or withdrawn from the account without prior notification. This account is FDIC insured and allows for six free withdrawals per month. A small fee will be applied per withdrawal after the limit is reached. Interest is compounded and credited quarterly, and statements are provided quarterly.

### **Certificates of Deposit (CDs)**

Certificates of Deposit (CDs) are contract time deposits in which you agree to leave your money on deposit for a specified period of time. They can be issued for as little as \$500. Interest is compounded and paid on a monthly, quarterly, semi-annual or annual basis at your discretion. Generally, the longer the money is left on deposit, the higher the interest rate. Penalties exist for early withdrawal.

# COMMERCIAL AND SMALL BUSINESS LOANS

## Visa Bankcard Deposit Accounts

As a Visa® / MasterCard® member, individual UMB affiliate banks may enter into agreements to accept bankcard sales slips for deposit from commercial account customers. Sales may be deposited into the account electronically and clear just like cash or checks. At the end of the month, the customer will pay a fee, called a discount, to the bank. Several regional and national telecommunications networks have been linked together to support our extensive merchant base. This provides merchants with the most efficient access to electronic or voice authorization possible.

## Visa Business Cards

The UMB Visa Business Card offers control, cash flow management, and rewards to appeal to a broad range of small businesses looking for value-added services across core business needs. Cash flow management allows small businesses to address fluctuations in cash flow by making purchases they can choose to pay off immediately or over time. UMB's reward programs providing one point for each dollar spent on enrolled UMB business cards. Reward points can be redeemed for cash, merchandise, gift cards, travel, event tickets and activities.

## Visa Commercial Cards

The UMB Visa Commercial Card is available to businesses and governments. Used as a payment card for small to large- dollar items and travel and entertainment expenses, the Commercial Card reduces the time and costs normally associated with a lengthy requisition process. Through the use of automated controls, each account can be tailored to meet the buying needs of the individual. There is no limit to the number of cards issued to the business or government; however, the total number of cards with their individual credit limits may not exceed the business's total line of credit. For government entities there is no finance charge, although balances are due in full each month for both government and corporate clients.

## Agriculture Loans

UMB provides loans to farmers, ranchers and agribusinesses throughout the Midwest. These loans provide working capital for a farmer or rancher to purchase the materials needed to produce raw product or capital purchases (purchase of fixed assets).

## Business Loans

UMB provides loans for credit-worthy businesses with needs such as working capital, business expansion, purchase of equipment and buildings. Loan structures are customized to suit the needs of each individual business.

## Credit Availabilities

UMB offers two types of credit availabilities for customers' commercial needs: a Line of Credit or an Authority to Loan. Credit Availability is a specified amount of money that a customer may borrow without filing a new loan application.

## Small Business Administration (SBA) Loans

UMB provides SBA guaranteed loans to start or expand a business. UMB is an SBA Certified Lender offering loans under the 7(a) program which include 1) Low Documentation Loans (LowDoc) for small business loans of \$150,000 or less; 2) 504 Development Loans for long-term needs; 3) Working Capital Lines for short-term needs, and many more financial assistance loan programs.

## Real Estate Loans

UMB offers commercial real estate loans for the construction and/or development of properties such as manufacturing facilities, warehouses and other general purpose buildings. Financing is also provided for the acquisition of farmland and land for other commercial uses. Refinancing for existing properties is also available. Short-term, fixed-rate loans with a balloon and variable rate loans tied to UMB's prime are available.

## Leasing (UMB Leasing Corporation)

UMB Leasing Corporation provides companies with the opportunity to lease equipment instead of purchasing it outright. With a lease, the Leasing Corporation purchases the equipment (including machinery, equipment and computers, etc.) and leases it to the customer. Two types of leasing arrangements are available to the customer:

- Finance lease - In this lease, the user of the equipment (the lessee) generally enjoys the advantages of the ownership of the equipment. The lessee obtains the benefits of accelerated depreciation and the lessee has the right to acquire the equipment at a predetermined price when the original lease term ends. A finance lease is treated as a loan by the lessor (Leasing Corporation) for accounting and income tax purposes.
- Single investor (operating) lease - With this lease, the lessor enjoys the advantages of ownership by taking advantage of the accelerated depreciation as well as looking to the residual value of the equipment for part of the return. This return is realized at the end of the lease when the equipment is sold for its fair market value. The lessee gets the advantage of lower lease payments made possible by the benefits to the lessor.

### **Community Development Lending**

Additional loan products are offered via the UMB Capital Corporation.

## OTHER COMMERCIAL AND SMALL BUSINESS SERVICES

UMB offers a full range of Treasury Management services to help companies to manage payments, receivables, information reporting, as well as to help prevent fraud. Each service is listed below. For a complete description, please visit:

<https://www.umb.com/Commercial/BankingSolutions/TreasuryManagement/index.htm>.

### **UMB Direct®**

Our Commercial Online Banking platform makes it easy for you to do business with UMB by providing a secure and efficient method to manage your business' online banking services. From flexible Information Reporting and Check Management functions to secure origination of ACH and Wire transactions and account transfers, UMB ensures that your business' financial information remains protected. Strong authentication for security administrators, transaction initiators and approvers helps protect you from online fraud.

### **UMB Direct for Small Business**

Especially designed for small business customers, this bundled online reporting package includes: prior day detail, current day summary, account-to-account transfer, online stop pay and bank and account analysis statement delivery for up to 3 DDA accounts. Prior Day reporting for additional accounts, Current Day Detail reporting and ACH origination can be added upon request for additional fees.

### **Automated Clearinghouse (ACH)**

ACH can be used to disburse funds such as direct deposit of payroll, expense reimbursement, royalty payments or any other recurring disbursements. ACH can also be used to debit your clients' accounts or concentrate funds from your other bank accounts. UMB offers several methods of originating ACH transfer instructions. Depending upon your company's resources, you can either utilize your own software to create a NACHA formatted file, have a payroll service create a direct deposit file, or use UMB Direct®, our online portal. Once an authorized company representative has verified the file totals, we will release it to the ACH network to await funds settlement.

### **Payroll Card**

UMB® and Skylight Financial® have partnered to provide companies an industry leading Payroll Card solution. This solution requires minimal fees from the employer saving both time and money; and can substantially reduce the amount of fees charged to an employee for cashing a payroll check at a check cashing facility. Our Payroll Card is an instant issue, Visa® branded card that is welcome anywhere Visa cards are accepted. Every payday, funds are loaded onto the payroll card via direct deposit. Cardholders will have access to their funds on payday; eliminating the need for employees to receive a paper payroll check which they would need to cash or deposit into a bank account.

### **Wire Transfer**

By using voice instructions via telephone or your Internet browser (incorporating 128-bit encryption), you can initiate money movements quickly and securely. You can also check the status of incoming or outgoing transfers. Individual users are issued passwords and varying levels of secondary authorization can be implemented for additional security.

### **Account Reconciliation**

The Account Reconciliation Services at UMB are a suite of products and services that can help you reconcile the checks you write against the checks that are presented for payment. The features of this system are designed to increase productivity by automating your corporate check reconciliation process and help improve the speed and accuracy of reconciling your bank accounts, while providing enhanced control procedures to reduce payment risk. The system monitors outstanding items (checks, credits, placed stop payments and voided checks) and collects information on paid and deposited items for reporting at the end of your accounting cycle. Our system uses the serial number, account number and dollar amount to compare paid items to issue items. All of these services are required to begin on the first day of an accounting cycle or when your account is opened at UMB.

### **Deposit Reconciliation**

Track and reconcile deposits for multi-location, multi-store or multi-department operations. Deposit Reconciliation allows any of your locations to deposit to a single account at any UMB Bank banking center. The Deposit Reconciliation Report identifies deposited funds by location, store or department. This service increases your control over local depository activity while simultaneously providing an efficient means to concentrate funds into a single account.

## **ACH Block/Filter Services**

Companies must be continually vigilant to protect against fraud. Failure to monitor bank accounts daily for fraudulent transactions dramatically increases your company's risk. Get peace of mind and enhance your company's fraud protection safeguards with UMB ACH Filter. Filter Services ensure only authorized items post against your account

## **Paper Debit Block**

The debit block service is a simple fraud tool that prohibits the posting of paper debits to client accounts. Blocking debit transactions on depository accounts reduces fraud and minimizes risk.

## **Positive Pay**

UMB's Positive Pay Services help you take a more proactive role in reconciling your accounts. Positive Pay gives you efficient, daily control over all check disbursement activity by allowing you to review all exception items before final payment occurs. Positive Pay is one of the most effective supplemental measures to control check fraud risk and enhance the security of check disbursements.

## **Merchant Payment Services**

UMB Merchant Services allows your business to broaden its payment acceptance options. We offer you the ability to accept all major credit cards. Meanwhile, you provide your customer base access to the many added benefits of using their card to pay you. In addition to card processing, UMB offers other payment acceptance services to fulfill the needs of you and your customers, including Card Processing, Reporting Solutions, Dynamic Currency Conversion, Electronic Check Solutions, and Electronic Gift Cards. For more information visit:

<https://www.umb.com/Commercial/BankingSolutions/MerchantPaymentServices/index.htm>.

## **UMB Image Lockbox Service**

UMB Image Lockbox Service is a flexible Treasury Management tool that efficiently processes your customers' payments. UMB Image Lockbox Service provides expanded processing times and flexible reporting options with features that include state-of-the-art processing of payments, scan-able remittance documents, and advanced equipment and software. Our knowledgeable professionals are dedicated to handling your specific lockbox needs to provide you with quality payment processing.

Your customers' payments are directed to a post office box accessible by UMB Bank. Frequent trips are made to collect your mail each postal business day. Our pick-up schedules, enhanced mail and check collection system are designed to minimize mail float. UMB Image Lockbox Service significantly improves your funds availability because you can access your accounts receivable payments faster. Received checks are prepared for deposit as the payment data is captured.

We focus on the accuracy and timeliness of payment and remittance information we gather based on your setup instructions. We then transmit that information to you in the form of an electronic extract file so you can update your receivables system with direct data transmission. In addition, we provide you with images of the checks and their associated remittance documents online daily or through an optional periodic CD-ROM.

## **Medical Payment Lockbox**

The UMB Medical Payment Lockbox is a specifically designed, cost-effective system for processing patient and insurance payments. We understand that healthcare payments require a different processing configuration. By working closely with clinics, hospitals and practices, we're able to ensure your payments are processed according to your unique instructions. You'll have the complete confidence that your deposits will be timely and your payments will be processed without disruption to your accounting system. We're also up-to-date on the latest industry issues and trends, fully understanding our role as a Business Associate as defined by the Health Insurance Portability and Accountability Act (HIPAA).

## **E-Lockbox**

UMB uses MasterCard RPPS and Fiserv, Inc. to deliver a comprehensive collection aggregation service for industry providers of electronic bill payment and presentment (i.e. various banks' online bill pay, consumer credit services and credit card balance transfer originators).

## **Cash Vault Services**

UMB's Cash Vault Services allows Clients to make check and cash deposits to UMB's cash vaults without leaving their office location. In addition, you can receive check, cash or coin delivered directly to your

office locations. UMB has three Cash Vault locations where our clients can take advantage of this service at Kansas City, Denver or St. Louis locations.

### **Virtual Cash Vault Services**

UMB's Virtual Cash Vault Services allows Clients to make check and cash deposits to the Client's UMB account in most of the 50 states from the convenience of their office locations. In addition, you can receive check, cash or coin delivered directly to your office locations.

### **Online Payment Solutions**

UMB Online Payment Solutions assists you in the collection of receivables by providing a method for you to collect payments online. Your customers will have the ability to make payments or donations online with a credit card, debit card or a direct debit from their bank account via ACH. UMB Online Payment Solutions incorporates a payment processing engine into your existing Web presence. UMB supports the ability to authenticate customers, based upon a file you send us, or simply process payment information received by our Application Programming Interface. Reconciliation files are distributed daily via a secure, direct transmission and collected funds are automatically deposited into your UMB checking accounts. Real-time administrative reports are also available via our online application to assist with customer service questions. Unlike many online payment systems, UMB Online Payment Solutions is compatible with multiple billing software packages and can be utilized by a variety of industries.

### **Electronic Data Interchange (EDI)**

Electronic Data Interchange (EDI) offers your business competitive benefits as reduced overhead costs and increased efficiencies in the purchasing, receiving, treasury and accounting areas of your company. It enhances your cash management capabilities while building closer ties with your trading partners. That's why EDI and its payment aspect, Electronic Funds Transfer (EFT), are rapidly becoming strategic advantages for corporations in many industries. EDI/EFT allows you to pay suppliers or receive customer payments electronically. By using EDI services you can rely on our knowledge and state-of-the-art technology to safely and securely move information and money.

### **Remote Deposit**

UMB's Remote Deposit service provides the ability to make check deposits from the convenience of your company's own office/location or mobile smart phone via UMB Mobile Deposit. This product enhances the processing of checks for electronic deposit to UMB Bank utilizing a bank-approved, remote capture system. Remote Deposit Capture consists of an image scanning device(s) installed at your company's location(s) or an application installed on your Android® or iPhone™ smart phone integrated with a suite of check imaging applications and is scalable based on your check volume. Checks are scanned at each location at the convenience of the customer, typically in a back-office environment or by field personnel via UMB Mobile Deposit. As the checks are scanned they are reviewed for duplicate items, automatically analyzed for image quality, and converted to electronic images. These electronic images are balanced then transmitted through a secure Internet connection to UMB for processing, presentment, clearing and long-term archive.

### **Global Check Recovery**

UMB has partnered with GCR to offer check collection services. Customers that experiences increased amount of NSF or Closed account could take advantage of the services offered by GCR to not only collect the face amount of the check but also collect a fee to cover the cost of return fees imposed by the Bank and any other administrative costs (note: collection fees are subject to State regulations).

### **Return Check Conversion (RCK)**

UMB offers a service that converts returned checks into an ACH for electronic re-presentment. The two primary benefits to this service are that most banks will clear electronic items before paper items if funds are available, and electronic re-presentment allows one additional presentment over paper re-presentment.

### **Foreign Exchange/International Trade International Services**

UMB Bank International Services allows our customers to initiate Foreign Exchange services, International Trade Finance consisting of: import & export letters of credit, standby letters of credit and documentary collections and Canadian Cash Management solutions to aid companies with Treasury Management needs within Canada.

### **Commercial CardSM**

Our online Commercial Card platform allows businesses to track travel, entertainment, purchasing, and small business card expenditures from their own PC. This package provides easy access to data through a point-and-click WEB interface.

SUPPLEMENTAL

### **Interest on Lawyers Trust Accounts (IOLTAs)**

These accounts are used by lawyers to deposit client funds that they hold. Net interest is paid into state funds at the end of the month that is remitted to the state IOLTA program for charitable purposes.