

Boulevard Brewing Co. & UMB: A Shared Passion for Success

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Commercial Banking Case Study

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Since 1989, Boulevard Brewing Company has grown to be the largest specialty brewer in the Midwest. With a focus on craftsmanship, traditional ingredients and fresh, flavorful beers, Boulevard is distributed in nearly half the country. And since its beginning, UMB has been a steady banking partner, helping Boulevard with loans, lines of credit and most recently with the launch of its glass recycling business, Ripple Glass.

Boulevard: From the beginning, UMB has been a great partner. We consider UMB a good friend and a great advisor. UMB has helped us tremendously with decision-making processes and sound financial advice. They pay attention to our business.

UMB: Early on, we knew Boulevard was something special and had a solid business plan. We helped the company secure its first loan in the early days of the brewery.

Boulevard: With all of our expansions, we've never had to go back to our investors. UMB has financed all the brewery expansions since the early '90s – including our latest \$4 million cellar expansion project.

UMB: We take pride in being Boulevard's partner and we respect what they've been able to do, how they've grown and the business choices they've made.

Boulevard: About three or four years ago, we started a new business called Ripple Glass. We went to UMB and they agreed



“UMB is a good-sized regional bank, but they give us personal attention – and that’s impressive. We don’t feel like we’re just a number or it’s just a loan. It’s really more of a personal connection. They trust us and we trust them and that’s the kind of relationship we’ve had with UMB.”

—John McDonald, brewer, founder and president of Boulevard Brewing Company

to partner with us. UMB is a big believer in green and sustainable initiatives and the brewery is too.

UMB: Building valuable relationships is representative of our culture. We believe in getting to know the businesses we serve and doing what we can to help them grow – whether that’s through loans, advice, or working together on community reinvestment activities.