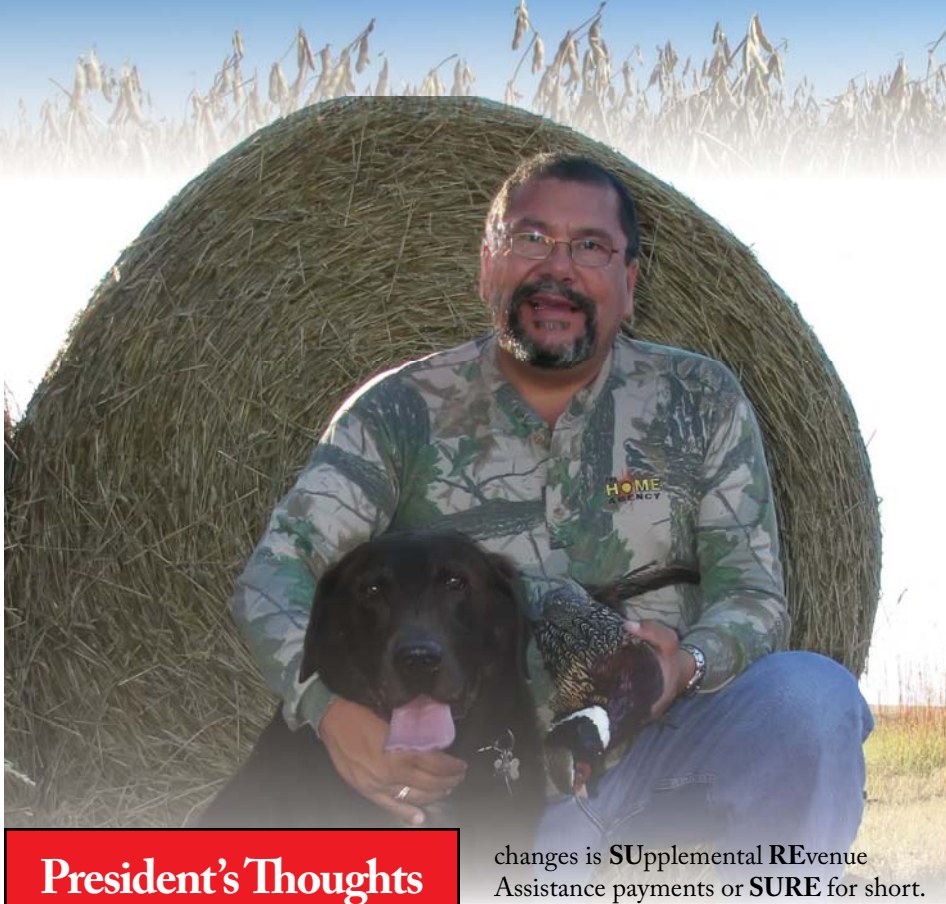


■ The ■ Home ■ Agency



FALL HARVEST
PRF--LFP--SURE PROGRAMS
PREPARATION FOR WINTER WEATHER
INTERNING ON A BRAZILIAN FARM
TAX SEASON PREPARATION



President's Thoughts

FROM THE DESK OF JIM BALDONADO

When writing this we are nearing the end of sales closing for wheat for 2009. I have spent most of the month of September putting on wheat meetings throughout Colorado, Kansas and Nebraska. Visiting with producers about what the input costs will be to put their 2009 crops in the ground, I am sure glad I do what I do as I would not want your job.

Trying to get the best deal on inputs might be the easy part, but at some point you will have to market your products and waiting for an extra dime may cost you a couple dollars per bushel. For example, when farmers were putting in their wheat crop for the 2009 season, on August 21 the KCBOT was trading July 09 wheat for \$9.72. Less than 30 days later on September 19th KCBOT was trading at \$7.88, a drop of almost \$2.00. And now on October 22 the KCBOT is trading at \$6.20. Again, I am glad I don't do what you do.

If inputs and marketing are not enough, now we have to deal with the changes in the new 2008 Farm Bill. One of those

changes is **S**upplemental **R**evenue Assistance payments or **SURE** for short. If you want to participate in the SURE program, you **MAY** have to insure or buy a NAP policy from the FSA office for \$250 per crop; these crops are Cane, Alfalfa, Prairie Hay, Oats/Wheat for hay, Triticale, ect. The reason I say **MAY** have to is there is something new just out the third week in October from the FSA. They are saying that if any of these crops are not more than 10% of the total expected value

A six foot bungee cord is no match attached to a 110 pound lab.....

of all crops grown by the producer or have a value of less than \$10,000 then that crop would not have to purchase a policy. Bottom line is check with your local FSA office for details. If you want to participate in the Livestock Forage Program (LFP) you must purchase a Pasture NAP policy from the FSA office or a Pasture PRF policy from your agent. All of these must be purchased prior to December 1, 2008. When traveling around the Midwest I had to remind some of you to, "not shoot the messenger", which was me as I had nothing to do with the new farm bill, I was just delivering the message. Look on page 4 for more on **SURE** and also **PRF**, Pasture, Rangeland, Forage to see how to insure your pasture.

Come this winter, prior to Sales Closing for the spring crops, you will have to decide whether you want to participate

in the **ACRE** program which is also new with the 08 farm bill. Again, I will be traveling around visiting with many of you, hoping I don't get shot.

Changing gears but speaking about getting shot...my wife Sharri, my buddy Duke, and I went dove hunting a few weeks ago. Duke is like a little kid and would not sit still; he was either running around somewhere where he was not supposed to be or swimming in the pond between Sharri and me. I kept getting after him to no avail. So I went to the four wheeler and found something that would make him mind, a 6 foot bungee cord. I took one end of the bungee cord and pinched it tight to his collar and put the other end to my belt loop. Quit laughing, I am not done telling my story. As we were sitting nice and quiet with Duke at my side (since he is attached to me) here comes a dove, I stood up and shot and actually got one, and then there goes Duke. A six foot bungee cord is no match attached to a 110 pound lab; the cord did stretch to 10-12 feet and then SNAP! No, not my belt loop but Duke's collar. The metal end of the bungee cord came back and hit me in the gut. Oh, did that hurt! I had a bruise about the size of a baseball for three weeks. Some of my close friends, when hearing this story, just shake their heads and say, "You dumb -- -- --"

As you can tell I have no problem telling stories about myself that make people laugh. I have a number of these, like the triple-jumping, swimming rototiller or when I was the good neighbor and sprayed everyone's yard with Roundup. Anyway, those are for another time!

As always Thank You for your business and Happy Holidays as they are just around the corner! ~JIM ■

*Everyone at
The Home Agency
would like to say thank you
for your business
and Happy Holidays!*

Crop Insurance Corner

CROP INSURANCE CORNER

By Cindy Davis

We hope the 2008 crop year went well for you. Once again we saw plenty of obstacles thrown our way. Excessive rains early in the year led to an abundant number of replant claims and even a few prevented planting claims on the spring crops. The summer storms seemed to delay the wheat harvest slightly and left ample hail damage in many areas. When you throw in price volatility with the lower trending grain prices you can see why crop insurance is so important to a farming operation. The agents at The Home Agency pride themselves in helping producers build a crop insurance program suited to individual needs. This in turn helps minimize those risks.

2008 Row-Crop Harvest

Row-crop production should be reported to your agent as soon as possible. This will allow them to get your claims processed efficiently. With harvest winding down, here are a couple things to keep in mind: Production must be kept separate by unit. Units will be combined if the production has been co-mingled between units. For loss situations, please contact our office immediately. Agents cannot authorize any specific loss requirements for the company, so it is imperative that we contact the company as soon as possible so they can get an adjuster in contact with you. For those of you with revenue plans of insurance, CRC or RA, harvest prices have been or will be set soon. The chart detailing the tracking dates is below.

2008 Spring Crop Prices with Harvest Tracking Dates

Crop/Plan	States	Base Price	Harvest Price Tracking
Corn/CRC	CO, IA, KS, NE, SD	\$5.40	October 1-October 31 December Corn-CBOT
Grain Sorghum/CRC	CO, IA, KS, NE, SD	\$5.06	October 1-October 31 December Corn-CBOT
Soybeans/CRC	CO, IA, KS, NE, SD	\$13.36	October 1-October 31 November SBean-CBOT
Corn/RA	CO, IA, KS, NE, SD	\$5.40	November 1-November 30 December Corn-CBOT
Soybeans/RA	CO, IA, KS, NE, SD	\$13.36	October 1-October 31 November SBean-CBOT

If you purchased a production hail policy for any 2008 row crops, losses will be adjusted at the completion of harvest. If you have separate pivots within one section, production needs to be kept separate by pivot because some companies will pay losses by pivot instead of by unit.

2009 Wheat – Acreage Reporting

The 2009 Winter Wheat crop should be nearly all drilled, barring any excessive fall moisture. With that in mind, it is also time to report your fall planted acres to your agent. The deadline for reporting your 2009 Winter Wheat acres are indicated below.

Nebraska	November 15 th
Colorado	November 15 th
Iowa	November 15 th
Kansas	November 30 th
South Dakota	November 15 th

When reporting your acres: be sure to report all acres of the crop regardless of share or practice; planted or prevented from planting; insurable or uninsurable. Report all acres prevented from planting within 72 hours after the final planting date if you do not intend to plant the crop

during the late planting period, or 72 hours after you determine the acres will not be able to be planted in any applicable late planting period. Do



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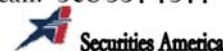
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not wait to report prevented planting acres at the same time you report all your planted acres. Let your agent know if you have acquired new ground that needs to be added to your policy. If you are adding more than 640 cropland acres to your operation, contact your agent prior to the Acreage Reporting Deadline, because additional paperwork may need to be



submitted to RMA. Finally, verify all crop acres, planting dates and share percentages. Your schedule of insurance provides coverage based on the information you have given your agent. If, at loss time, it is discovered the information reported is incorrect, the majority of the time it cannot be changed without penalty. ■

Pasture, Rangeland, Forage

THE PRF-SURE PROGRAMS- WHAT DOES IT ALL MEAN?

By Arlyn Rieker & Jim Baldonado

If you plan on participating in the 2009 SURE program or the 2009 Livestock Forage Program (LFP) you will have to purchase a PRF policy from The Home Agency or buy a NAP policy from the local FSA office.

If you have been listening to KRVN or talking to our agents, one thing you have been hearing about is PRF or Pasture, Rangeland and Forage. PRF is being offered in Nebraska and Kansas as a forage risk management pilot program to insure your grazing or hayland for the first time. This program was developed by USDA Risk Management Agency (RMA) to provide livestock producers the ability to purchase insurance protection for losses of forage for grazing or hayland acres. Livestock producers located in a drought area rated as D2 (severe drought) for 8 consecutive weeks

or located in a drought area rated D3 (extreme drought) or D4 (exceptional drought) will be eligible to receive a LFP payment if you had purchased a PRF policy.

PRF (VI) is based on a Vegetation Index. The Vegetation Index pilot program uses the Normalized Difference Vegetation Index (NDVI) data from the U.S. Geological Survey Earth Resources Observation and Science Data Center (EROS). The NDVI measures the vegetative greenness and correlates to forage condition and production capacity in 4.8 x 4.8 mile grids. Basically, the healthier the plants are in a given grid the higher the NDVI value. Losses are then calculated based on whether the NDVI value in your grid falls below the insured value.

Producers may choose one or more 3-month intervals that fit their specific needs. The intervals a producer can insure are **I: April-June, II: July-September, III: October-December, IV: January-March.** Insurance coverage must be purchased by November 30th for the next year's growing season beginning April 1, 2009.

Satellite images are taken every 14 days and are used to determine the greenness on each specific "Grid" of land. From a comparison of the current "greenness"

level to those determined historically, an index is developed that reflects current production levels. If the index falls below a level set by the producers

at signup, then loss payments are made to producers for the forage loss. If the index is above the insured value, no loss is paid.

The Vegetation Index focuses on the "greenness" of the plants (moisture and chlorophyll content of the leaves, temperature, etc.) within the index grid and does not correlate to the

direct use of the plants.

To insure the grazing or hayland, the forage has to be a perennial and not an annual. However, it can be overseeded into existing forage crops and be insurable.

You can either insure grazing or hayland, or both under *this* policy. *But*, you cannot insure the same crop using PRF and NAP at the FSA office. In order to insure the forage, a producer will have to make some choices. You will have to choose coverage levels ranging from 70%

Satellite images are taken every 14 days and are used to determine the greenness....

to 90%, one or more of the index intervals, a productivity factor ranging from 60%-150%, and the number of acres. The coverage levels are just like crop insurance, you can insure 70-90% of your forage. The intervals are the time frames you select to insure. The year is divided into four 3-month intervals beginning April 1st. Next is the productivity factor. You can select individual coverage based on your individual crop productivity. The better the crop value, you can choose up to 150% of the crop's value to reflect its value. And the final decision is to insure the acres as grazing or hayland. You need to insure the crop for its intended use, either intended



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for grazing or hayland. This is a general summary of Pasture, Rangeland and Forage, or PRF.

We really don't know how often a NAP policy pays but can tell you the most they will pay if you have a 100% loss on your pasture is

\$4.97 max per acre in Gosper County and \$4.10 in Frontier County. Every county is different.

We can show you how often a PRF policy will pay, and the bottom line is it's not very often. But when it does, depending on the level you buy, it can be from \$1.00 per acre to as much as \$12.00 per acre. Premiums on the above can run from .15 cents to .72 cents per acre depending on level. If you

want to buy PRF at the lowest levels you can get by with, premiums can run as low as .06 cents per acre. Just remember, you get what you pay for with PRF.

What we have found when talking with producers is that they really don't know



if they want to participate in the SURE program or not. I have had some say just sell me the highest level of crop insurance I can buy and I will have my own disaster program which will pay me by section and by practice, not whole farm like the

SURE program pays apparently. We will be crunching a lot of numbers and should have some ready to show you by the time you get this magazine.

For example: The max that it can cost you

per county is \$750 and in some cases maybe a lot less if you buy something other than NAP, but let's say you spend \$750 and sometime during the next 5 years you collect \$35,000 from the SURE program or the LFP. Divide \$35,000 by \$750 and you get 46.66 years of paying \$750 to just break even. So my suggestion is play the game and pay the \$750 as the odds are in your favor.

Another plan we want to touch on that is available in Colorado is PRF (RI) or the Rainfall Index. The Rainfall Index is based on weather data collected and maintained

by National Oceanic & Atmospheric Administration's Climate Prediction Center. The index reflects how much precipitation, not just rainfall, is received relative to the long term average for a specific area (grid) and timeframe (interval). PRF (RI) is available in six 2-month intervals and a producer must insure at least two intervals. An indemnity is paid if the actual precipitation for the interval falls below the insured coverage level for the interval selected. ■

Livestock Risk Protection

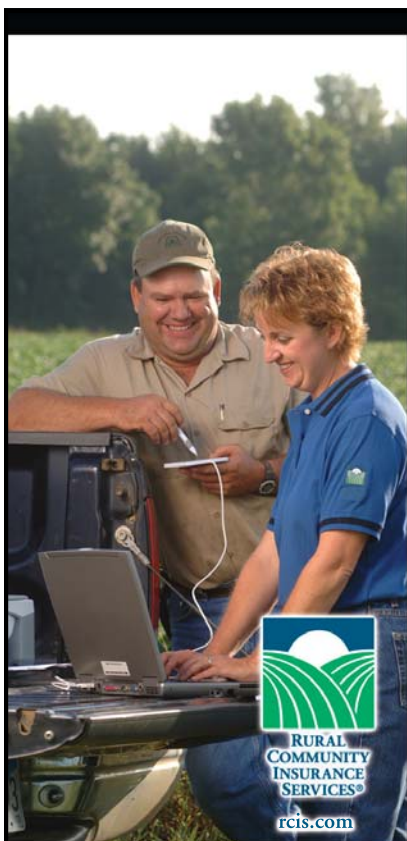
LIVESTOCK RISK MANAGEMENT
By Arlyn Rieker

Here we are again, talking about livestock risk management. In my last article I touched on volatility and uncertainty. It looks like not much has changed in the cattle market since then. The coverages producers put on in April for summer delivery of their cattle did exactly what Livestock Risk Protection, LRP, is designed for. Coverage

The producers that I visited
with were happy with the
cash price.....

was put in place using LRP and the cash market rose, resulting in a better cash price at the sale barn and no loss payment was paid on the LRP contract. The producers I visited with were happy with the cash price and glad they put the LRP coverage on their cattle.

What we are looking at now are the contracts bought July through September. These contracts on 5.99# steers are to expire in the time frame from October 1 to mid-January 2009. The coverage prices range from \$114.14 to \$129.48 and the premium ranges from \$21.61 to \$30.87 per 5.99# steer. As the corn market has been falling, the cattle prices have seemed to follow downward also. In our next article, we will look at the results of the contracts written during this time. ■



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Farm Risk Management

PREPARATION FOR WINTER WEATHER

By Diane O'Donnell & Janet Haas

Winter weather will soon be approaching and there are certain coverages we would like our farmers to be aware of. First and foremost, it is always a good idea to review your policy with your agent to make sure you are adequately covered and to know what your farm policy offers.

As most people are aware, the ice storms of December 2006 and January 2007 had a big impact on a large portion of central Nebraska. The most significant claims were interruption of power due to ice and tree limbs on power lines. Depending on the company you are insured with, the policies state

that they insure against direct physical loss to the property described in the policy. Therefore, in order for coverage to apply to a power outage it must be due to direct physical damage to the electrical service on the insured premises. For example, if a tree limb fell on the electrical wiring between the meter pole and the dwelling, the insured has sustained a covered loss. They can then pay for the cost to rent a generator, under Loss of Use Coverage,



until power is restored. The payment is based on the daily cost of renting a generator but the maximum amount they will pay is the actual purchase price of the generator.

Weight of ice and snow issues are covered under some policies and not on others. Under certain policy forms, the dwelling may have coverage for damage caused by weight of ice and snow as well as falling objects. However, there is no coverage for weight of ice and snow damage to

fences, pavement, patios, swimming pools, foundations, retaining walls, bulkheads, piers, wharves or docks. Personal property must be contained within a dwelling in order for coverage to apply for damage caused by weight of ice and snow. Most policies require an endorsement be added to have coverage for weight of ice, snow or sleet on farm outbuildings and machinery. Coverage availability and limitations vary from company to company, so it is always a good idea to discuss all coverages with your agent.

Debris Removal coverage includes removal of trees and debris off of covered structures. Covered structures include buildings, fences, pavement, patios, clotheslines, etc. Allowances to remove fallen trees and branches from covered structures are based on the reasonable cost to perform the work. Most policies also allow up to an aggregate amount to cut up and haul tree debris off the premises.

Loss of contents of freezers and refrigerators caused by a change of temperature resulting from interruption of electrical service to refrigerated equipment is covered up to a stated amount, if your company either includes or you've endorsed this coverage on your policy. It's important to know how your company handles this coverage. For example, is this coverage included or does it have to be endorsed on your policy? Is there a limit on this coverage? Is the loss subject to a deductible? Please call us with any of your farm policy questions.



One more important reminder we would like to mention is Nebraska farmers are exempt from having to carry workers compensation insurance if they employ less than 10 non-family employees and fulfill both of the following requirements. First, a Notice must be posted in a highly visible area for all employees to read which states that no workers compensation insurance is provided. Next, the farmer/employer must have on file a signed Employee Acknowledgement for each employee stating the employee understands no workers compensation insurance is provided through their employment. These forms are available in our offices.

Please take the time to make an appointment to go over your policy with us. There are options and endorsements that can be used on your policy to give you the best possible coverages. ■



TIME FOR THANKFULNESS

Each autumn represents the end of a cycle, a remembrance of hard work and hoped blessings of good weather. It also brings a new beginning and an opportunity to plant again. As 2008 comes to a close **we thank you for your continued patronage and wish you a plentiful harvest.**



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Tax Tips for 2008:

- Section 179 expense (expensing qualified assets in the year purchased, rather than depreciating them over their useful life) for 2008 has been increased to \$250,000. The expense amount begins to phase out at \$800,000 in asset additions dollar for dollar until asset additions are greater than \$1,050,000.
- Bonus depreciation has been brought back for 2008 which allows the taxpayer to elect 50% depreciation in the first year on all assets purchased in 2008. However, individual states may not have passed a corresponding increase so you may end up with different state and federal depreciation expense amounts if you elect to take advantage of this provision for federal tax purposes.
- As part of the Emergency Economic Stabilization Act of 2008, Farm Machinery & Equipment is now 5 year property for depreciation purposes. (Prior to this, Farm Machinery was depreciated over 7 years).
- Seed companies are offering programs in which you order seed without payment, and they set up a note payable upon receipt of the seed. While you might be considering this program for prepayment purposes, the seed purchased will not be deductible for cash basis farms until the payment is made. This will cause the loss of the tax benefit of prepayment for your next years input costs.
- CRP payments are not subject to self employment taxes for farmers who are retired. This was a change that was passed with the new farm bill.
- Prepayments for feed, seed, fertilizer, or other supplies are deductible unless these prepayments exceed 50% of total deductible farming expenses.
- Commodity prices over the last year make tax planning extremely important for 2008.



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Magazine Design

DESIGN & LAYOUT: LEARNING THE ROPES

By Sara Ross & Jeri Schultheiss

Jeri: Do you have the Master Pages done yet?

Sara: Yes, and I placed articles with placeholder text on those pages, just so we can see what it's going to look like.

Jeri: Great! I'm just finishing up with the new ad that we're putting together for XYZ Company. I put a .25 inch bleed around it, will that work?

Sara: Yep! I'll get that placed in the magazine now and wrap the text around it.

Jeri: Make sure you put that on a new layer!

Sara: Got it! Will you play with the gradient effect on the borders of the magazine? I think we can make them a little darker.

Jeri: No problem! I'll also make sure that the strokes on all the pictures are the same and that they are all in CMYK and not RGB.

Sara: Ok, then we'll just have to turn the baseline grid on and make sure everything is lined up. We might have to adjust the kerning, tracking, and/or leading a little bit and then I think we can package this and send it to the printer!



If the above conversation sounded like a foreign language to you, last April it did to us too. It sounds *almost* as confusing as all the acronyms that we use every day: MPCI, CRC, RA, LRP, LGM, PRF, SURE, LFP, TGIF, LMNOP, BJM, KMR, TYMN etc. (OK, I made the last few up and we only use TGIF on Fridays!)

This magazine began as an idea for a way to inform our current customers about everything The Home Agency does. Jim, along with a few other agents, really wanted something like this to send out to all our farming customers to let them know we do more than just crop insurance, and to also keep them informed and up-to-date on all the current farming and cattle news.

We also wanted to be able to use the magazine as a prospecting tool around sales season, at trade shows, and for new prospects that walk in our front doors. It is to be something they can have in hand and put to good use.

Back in April, Jeri and I decided that we *could* get the first issue out by May 1st. What we didn't know was how to use the new software to complete the magazine. Jeri had some experience with Adobe® Photoshop® & Illustrator® but I didn't, and neither of us had ever touched InDesign®. We were expected to put together a 12 page magazine in 2 weeks. Were we out of our minds???

Diving in, we managed to get the first issue in the mail by our May 1st deadline, thanks to the great help from our printers, Copycat Printing in Grand Island. We spent nearly 2 weeks straight holed up in



Jeri's office in Elwood, trying to decide how we wanted the magazine to look, proofing articles, photoshopping pictures, etc. We're still not sure how we pulled it off.

After that first issue, Jeri and I took two InDesign® classes in Omaha and learned so much! We brought back that knowledge and made our second issue bigger and better! The magazine increased to 16 pages for the second and third issues, and this coming February it will be up to 20 pages.

Jeri and I couldn't do this without all the help from our co-workers. They are the ones who write the articles, help proofread and edit, help take pictures and pick up the slack while we are working on this magazine. So, thank you to everyone who has helped us with this magazine.

Well, we better get back to finishing this publication. The deadline is Friday and we're going to the printer on Monday. You will have this in your hands the beginning of November, so Jeri and I want to end with a Happy Holidays to everyone!

The pictures on this page do not have anything to do with farming or cattle, but they are some of our favorite pictures that we have taken and wanted to share with you. The two upper pictures were taken by Sara Ross and the two lower pictures were taken Jeri Schultheiss. ■



The Home Agency News

COZAD OPEN HOUSE

The Home Agency hosted an Open House on September 11-12 at their new location at 181 W. 8th Street, Suite A in Cozad, NE. The Home Agency's Cozad office has been open for a just over three



years and at the current location for about a year and a half. Recent remodeling allowed The Home Agency to move to the front office of the building where nearly 75 local residents visited over the

"Overall, it was a great two days and very good exposure for our agency."

two-day period. Chip Bullock, the Cozad Agent, commented, "I thought it was great exposure for our office. I think most



people were surprised at how nice our office was after we remodeled it."

The Home Agency also held the Cozad

Chamber's 'Business-After-Hours' that Friday evening and had about 100 people stop in to say hi. Chip said, "Overall, it was a great two days and very good exposure for our agency." ■

NEW AGENT IN GOTHENBURG

My name is Shannon Poggendorf. I am a new employee working in the Gothenburg, NE office. As I write this article, I am working on obtaining my insurance licenses (which I admit is tougher than I expected!) and look forward to helping you with your insurance needs.

I was born in Farnam, NE where my family lived until 1989 when we moved to Elwood. I graduated from Elwood High School in 1992, and went on to attend Doane College in the fall of that year. I graduated in the spring of 1996 with a degree in Sociology with an emphasis in criminal justice.

I worked for the Nebraska Department of Corrections in their prison system for 3 years after college and decided I would like to take my career in a different direction all together. In 1999, I began flight training lessons in Phoenix, AZ.

Nine months later I had my commercial license and began flight instructing to build experience. In January of 2001, I was hired by Continental Express Airlines. I moved to Houston, TX and as with most airlines, I started out flying the "puddle jumpers" which were phased out after 9/11. From there I was trained in the EMB-145 regional jet where I spent the next seven years as a Captain logging over 6,000 hours of flight time.

I met my wife, Jennifer (from Cozad, NE), in the fall of 2003. We were married in the fall of 2006. She moved

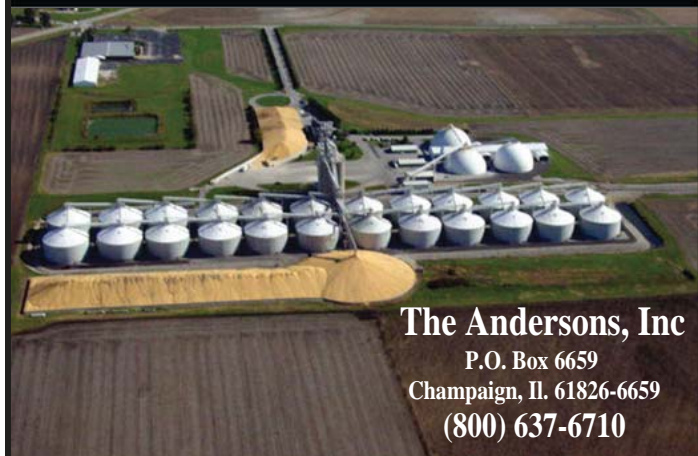
to Houston where we spent the next couple years. After living "the city life" for a few years we decided Nebraska was home. Jen applied for and was offered a position at The Buckle in Kearney, in their Operations Department. We moved back to Nebraska in February 2008.



After trying the weekly commute from Kearney to Houston for eight months, Jim Baldonado approached me about an opening within The Home Agency. I accepted the position and started on October 1st.

When not in the office I am usually hunting or fishing and occasionally golfing!! Stop by the office, I am looking forward to meeting everyone, and maybe sharing a hunting story or two! Have a great fall and plentiful harvest! See you soon! ■

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HSA Accounts

HIGH DEDUCTIBLE HEALTH SAVING PLAN

By Kent Holl

Maximize your health care dollars with a Health Saving Account, HSA, health plan. A HSA is the combination of a qualified high deductible health plan and a special tax-advantage savings account. Since HSA's were authorized by the federal government in 2004, millions of Americans have enrolled in qualified high deductible health plans that makes them eligible to open an HSA.

Why should you choose an HSA Plan? You can save on your health insurance premium by choosing a high deductible plan. Spending your health care dollars wisely means purchasing only what you need. Higher cost sharing in the form of a higher deductible means lower cost health insurance. You pay for less serious medical

services, like a physician office visit and your plan protects you from the financial devastation of a major illness or accident. Simplicity of a single family deductible gives families the flexibility to accumulate expenses into one simple deductible for the entire family. Once the amount has been satisfied, everyone in the family has met their deductible. The tax advantage is that the plan allows you to pay for medical expenses on a tax favored basis by opening up an HSA money account. The money deposited is tax deductible and the interest

Money not used in any one year is not lost in your HSA account; it just rolls over into the next year for covered expenses.

is earned on a tax-deferred basis. The withdrawals are tax free if you use them for a qualified medical expense

as determined by the federal government. These can include expenses which are applied to your deductible and coinsurance. In addition, the money can be used for items not covered by your health insurance plan such as dental, eye exams, eye glasses, contacts and corrective vision surgery, hearing aids, long term care insurance and many other charges. Money not used in any one year is not lost in your

HSA account; it just rolls over into the next year for covered expenses.

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Greetings From Brazil

COMING TO BRAZIL: THROUGH THE EYES OF AN AMERICAN INTERN

By Tyler Bruch & Tarek Schanilec

It has been two weeks since cotton harvest finished, and we hope to be planting in the next month. It seems there is always something to do on a farm, but in Brazil it seems like there are always 100 things that have your attention; maybe it is the slow bureaucracy making things drag on, or it could be the fact that farming on a really large scale just takes much more time. At any rate we continue to plug away as we get ready for another exciting year here. Below is an article from one of our U.S. interns. It's an interesting perspective from someone who is pretty new to the country. Most days I get so caught up in the day to day business I lose sight of why I enjoy it so much here; his perspective brings that back on track. ~Tyler Bruch

Ever since my family hosted our first exchange student from Brazil, I knew this was going to be a place I would visit one day, but I never knew I was going to experience the things that I have experienced since arriving here.

I landed in Brazil on the 10th of August. Upon my arrival into the national capital, Brasilia, I was met by a guy, who was paged mere minutes beforehand to pick me up, holding a sign awkwardly spelling my name out as "TERRECK". He dropped me off at the bus station after explaining to me that I should not sleep while waiting for my bus due to the likelihood of the theft of my belongings, among other possible things. I proceeded to wait, by myself, for eight and a half hours for my bus. For those of you who have spent 26 consecutive hours in airports and airplanes, sleep feels like a necessity after you leave the last airport. But I reminded myself of my dad's encouraging words, "tiredness is a state of mind" and waited until I was on the bus to allow myself to rest.

After an 8 hour bus ride, I arrived in Luis Eduardo Magalhaes (LEM), Bahia, and 3 hours later was going to the office of Global Ag Investments. From that time, I have been assigned a couple different projects consisting of writing up reports for investment firms, company wide protocols, auditing Global's cotton gin, and spending a couple of weeks working on the farms. Everything has been such an eye-opening experience into the business world. I used to think a million dollars was a lot of money, but after working with large multi-million dollar

Another eye-opener is seeing the huge class and economic difference in the Brazilian people.

projects, it kind of puts 'one-million' into perspective.

Another eye-opener is seeing the huge class & economic difference in the Brazilian people. Brazil does not have much of a middle class and even fewer upper class persons. When I am driving down the streets in the morning on my way to the office, it's never an uncommon sight to see someone sleeping on a makeshift bed on the outskirts of the four-star-hotel's barrier walls or to witness a couple of kids playing hooky to take a small donkey-pulled cart down main street while an 18-wheeler trails right behind them (which I got a picture of on my cell phone). Even with the high rate of poverty, every Brazilian is so well-mannered, considerate, and accommodating. A visitor never feels as if they are in danger. I'd have to say this is my number one reason for falling in love with this country and deciding to return in following years to work here. When I'm driving, I often will pass a stranger walking on the side of the road who will

greet me with a thumbs-up. It's hard to think I am not home and that I still have much to learn about the differences in culture and business here. But the way things are going, I think I will be calling this place home soon enough.

***Tarek Schanilec is originally from Forest River, North Dakota where his family grows sugar beets, wheat, dry beans and some barley. He is currently a senior at Concordia University in Moorhead, Minnesota studying International Business. ■

Comments and Suggestions
Email us at
tha.magazine@hotmail.com



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Brazil Office: Luis Eduardo Magalhaes, Bahia Brazil

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Agent Bios

ARLYN RIEKER

Hello, I'm Arlyn Rieker. I have been in the insurance business since 2001, and with The Home Agency for the past four years. My focus is on Crop, Livestock, and Pasture Insurance. Also, I oversee the Mapping Department for all the agency offices. You could say, "I've been there done that" since I've farmed and had a cow/calf operation. My past farming experience helps a great deal in relating to the needs and concerns of the producers and matching their needs with the best products available. I really enjoy working with the producers and meeting with new clients.

I am a lifelong resident of Eustis, NE. I grew up on our family farm north of there and now live on a farm between Eustis and Elwood. After graduating from Eustis



High School I went on to Lincoln and graduated from the University of Nebraska – Lincoln with an Ag-Econ degree. After

college I came home to farm and ranch with my parents. While farming, I married my wife Susan and we have 2 children attending Eustis/Farnam Public Schools; McKenna who is in 7th grade and Mitch who is in 6th grade. Susan is a nurse at Phelps Memorial Health Center in Holdrege. If anyone asks what Susan and I have been doing, I just say "chasing our kids and enjoying every minute". Our life consists of coaching softball, baseball, and football teams with the kids and shuffling them to band, quiz bowl, and piano lessons. I think you could say we have two favorite family activities which are being at the lake on the boat (my desire is to water ski beyond my 50th birthday) and snow skiing at Winter Park, CO. ■

DEB ARENDS

Hello, I'm Deb Arends. I work at the agency's Elwood office and handle the property and liability insurance for farm, auto, home, commercial and pretty much everything except the crop side of the business. I started with The Home Agency in 1984 working for Barney Owens. Jim joined the agency in February of 1986 when Barney left. Jim had no



choice but to hire me, I basically came with the agency! It is amazing

how much it has grown under his management and ownership in the last twenty-two plus years, but I do have to remind him every so often that I taught him everything he knows!

I was raised on a ranch in Cherry County and went to high school in Mullen, NE. Shortly after graduation I married my "high school sweetheart" and we spent the next few years living in Rapid City, South Dakota and Anchorage, Alaska while Ed was serving in the Air Force. We have lived in Elwood for twenty-seven years where Ed is a teacher and coach at Elwood Public School. We celebrated our 35th wedding anniversary in September-I say celebrated but actually he was coaching a junior varsity football game and I was working.

We have a son, Brant, who lives in Elwood. He is the assistant superintendent of Lakeside Country Club and also helps Ed coach wrestling. Our daughter, Cori and her husband Anthony Schutz live in Lincoln, NE where Cori teaches Special Ed and Anthony is a professor at the College of Law. They have three daughters, Angelina (6), Berlyn (3 ½) and Celia Jean just born September 10th!

We seem to be busier now than when our kids were going to school and living at home. Other than attending sporting events we spend as much time as possible with our family and enjoying our grandchildren. ■

JANET HAAS

I am one of five agents in the Gothenburg, Nebraska location of The Home Agency. In January of 1990, after working for another local insurance agency for 8 ½ years, I joined Jim's team. At that time there were only two of us in the Gothenburg office, but with the growth of the agency, additional agents have been added. Today, my primary "department" relates to the Property and Casualty side of insurance.

I was born and raised in Eustis, Nebraska (26 miles southeast of Gothenburg). After graduation from high school, I enrolled and graduated from the Grand Island School of Business. Within a month of graduation, I began my insurance career – working for an agency in Cozad. (I met my husband by writing his insurance.) In 1978, my husband began working for the police department in Gothenburg, and I at a local agency.

My family includes my daughter, Jennifer, who is a loan officer with First State Bank in Gothenburg. She is married to Mike Bartlett, a farmer. They have three children (Kristin, 13; Jessica, 8; Alex, 5). My son,



John, is a computer programmer for ITI in Lincoln. He is married to Melissa who is a registered nurse and

works for the Community Blood Bank. Oh yes, I can't forget my dog, Maggie (Gordon Setter/Springer Spaniel cross) and my two cats, Strefen (German for stripe) and Ketzle (German for kitten – actually – should have named her "spook")

Unlike most of my counterparts, I do not golf -- BUT, I am an avid bowler. I am one of two organists at my church, a member of the choir, Stephen Ministry Associate and help our Pastor with a Grief Support group. My grandchildren keep me busy with all of their activities for the most part; however, I also enjoy gardening (weeds were a little much this year), cooking (primarily baking) and canning, knitting and embroidery, reading and watching movies. ■

Tax Season Preparation

PREPARING FOR TAX SEASON

By Nancy Schutz, CPA

Harvest is finally over (or close to it). You heave a sigh of relief and sit back to enjoy the results of your hard work. But a glance at the calendar tells you the holiday season is almost here and, GULP, after that is tax season. Tax season – oh no! One of the most dreaded times of the year – visiting your tax preparer ranks right up there with a trip to the dentist or finding four flat tires on your tractor. It *is* possible to minimize this trauma. With planning and organization, that last minute rush and nasty tax surprises can be avoided.

The first step is keeping good records throughout the year. Many user-friendly software packages are available that record and summarize income and expenses, potentially at the same time you write the check or enter the receipt. You can start with a canned chart of accounts or set up

your own categories. Besides providing you with useful data for management decisions, a good record keeping system should also provide you with the information needed for your tax return. Take the time to compare the categories you have selected with the line items on your Schedule F. (For those yet to enter the cyber age, a good set of manual books will accomplish the same goals.) A good record-keeping system has been defined as “providing needed information with the least amount of effort.” Records accumulated during the year are generally more accurate and complete than those generated in a last-minute rush.

Tax season is not limited to the first two months of the year. A meeting with a tax preparer before the end of the current year may help a cash basis taxpayer decide whether to accelerate income and delay expenses, or do the reverse. You may decide to purchase additional machinery to take advantage of current depreciation provisions, or find it more beneficial to delay the purchase until the next year. Up to date records help make good decisions.

Important tax documents, such as W-2's, 1099's and K-1's will start arriving in January. Decide now on a place to put these documents, such as a drawer or a file folder, so you can locate them when it's time to do your tax return. You should receive a W-2, Wage and Tax Statement, from every employer you had during the year. 1099's report such items as crop insurance proceeds, patronage dividends, machine hire, rent, government program payments, interest and other dividends. K-1's from partnerships, Subchapter S corporations, trusts and other legal entities report income, deductions, credits and other items that “pass through” and need to be reported on your tax return. Failure to include these items on your return could result in an IRS notice of additional taxes, interest and penalty due.

For procrastinators, setting up an early January tax appointment may provide the final push you need to get your records together. ■

No·till

On The Plains

Educational Resources:

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Fall Favorites

Pumpkin Pie Dessert *From: Shari Baldonado*

30 oz. pumpkin
12 oz. evaporated milk
3 eggs
1 c. sugar
1 t. salt
3 t. cinnamon or spices of your choice
1 yellow cake mix
1 c. chopped nuts
3/4 c. melted margarine

• Mix pumpkin, evaporated milk, eggs, sugar, salt, and cinnamon together well.

• Pour batter into a 9x13 pan.

• Sprinkle dry cake mix over top of pumpkin mixture.

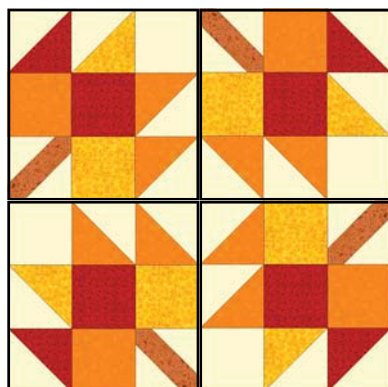


• Sprinkle on chopped nuts and then pour melted margarine over the top.

• Bake at 350 degrees for 50 minutes or until toothpick tests clean.

Try out our featured recipe at your upcoming Thanksgiving dinner. It's sure to be a real crowd pleaser!

Also, if you would like to share a recipe with us to use in an upcoming issue of this magazine, please send it to us via email at tha.magazine@hotmail.com. Thanks!



Block Finished Size: 12" x 12"

Cutting:

Assorted Darks:

Red, Gold, Orange:

(8) 2 7/8" x 2 7/8" squares

(12) 2 1/2" x 2 1/2" squares

Cream:

(8) 2 7/8" x 2 7/8"

(4) 2 1/2" x 2 1/2"

(8) 1 1/4" x 1 1/4"

Brown:

(4) 2 1/2" x 2 1/2"

Falling Leaves Quilt Block

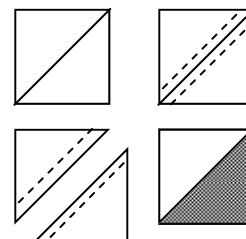
Construction: All seam allowances are 1/4"

Half-Square Triangles:

1. Draw a diagonal line across the wrong side of the 2 7/8" cream squares.
2. Pair the 2 7/8" cream squares right sides together with the dark 2 7/8" squares.
3. Sew 1/4" from each side of the drawn line. Cut apart on the drawn line. Press seam towards the darker fabric. Repeat to make a total of 16 half-square triangles. Squares should measure 2 1/2" at this point.

Stem:

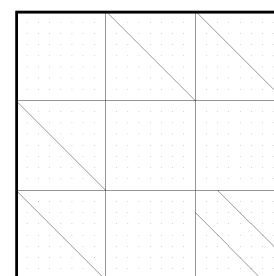
1. Draw a diagonal line across the wrong side of the 1 1/4" cream squares. Place the cream square right sides together on the corner of the brown 2 1/2" square. Sew on diagonal line. Trim seam allowance to 1/4". Press. Repeat on opposite corner of brown square.
2. Arrange block units in rows. Join rows together. Block unit should measure 6 1/2". Make four block units. Join units together.



Half-Square Triangles



Stem



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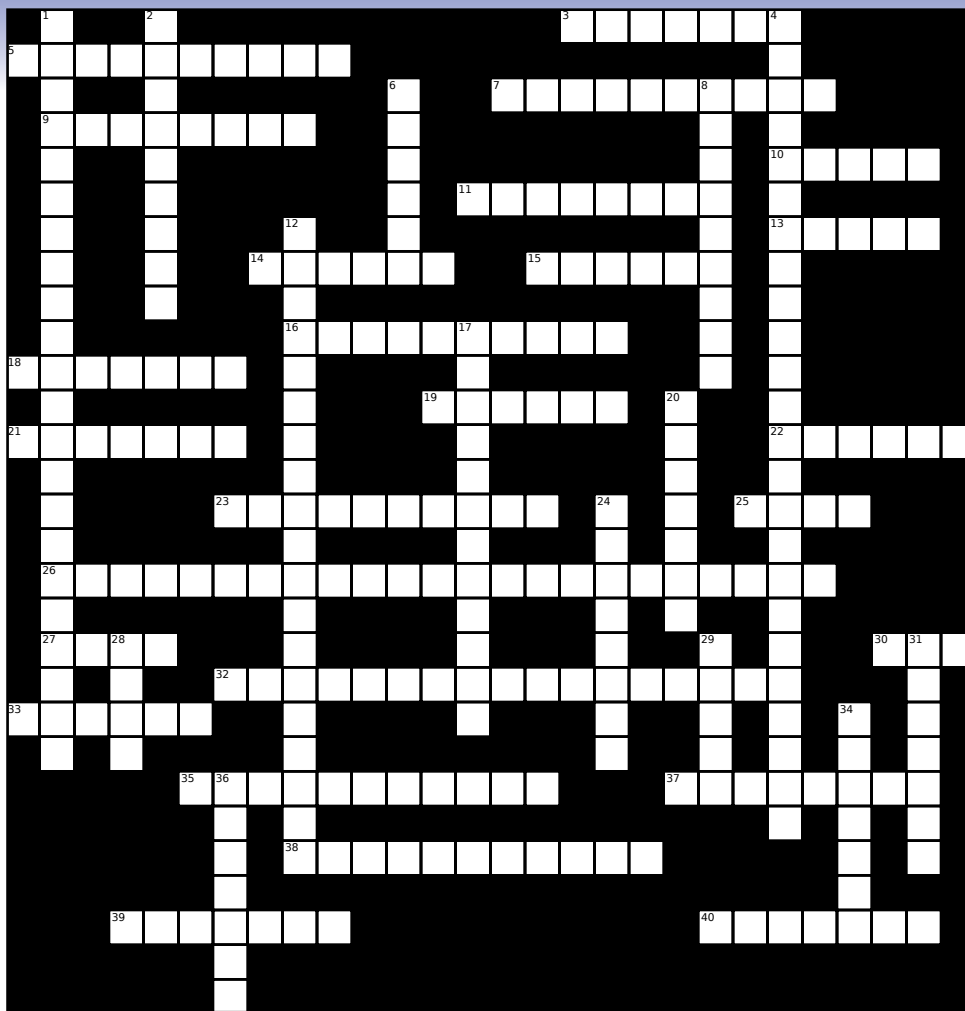
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Crossword Puzzle

Please enjoy this crossword puzzle. You will find every answer somewhere in this magazine. The correct answers will be in the next issue.

ACROSS

- 3 As the corn market has been _____, the cattle prices have seemed to follow.
- 5 The PRF Vegetation Index uses the Normalized _____ Vegetation Index data from the EROS Data Center.
- 7 Newest agent with The Home Agency, Shannon _____.
- 9 An expense you can also use your HSA account to pay for.
- 10 Where The Home Agency held an Open House recently.
- 11 The National capital of Brazil.
- 13 EROS stands for _____ Resources and Observation Science.
- 14 The kind of cord Jim tied his dog to his belt loop with.
- 15 PRF stands for Pasture, Rangeland and _____ which The Home Agency offers to their customers.
- 16 _____ must be kept separate by unit when harvesting.
- 18 What Jim accidentally sprayed on all his neighbors' yards when he was trying to control the weeds.
- 19 Agent Janet Haas is an avid _____.
- 21 Agent Arlyn Rieker oversees the _____ department.
- 22 D2 in regards to PRF means _____ drought.
- 23 PRF was developed by the USDA Risk _____ Agency.
- 25 As part of the Emergency Economic Stabilization Act of 2008, farm machinery and equipment is now _____ year property for depreciation purposes.
- 26 A new advertiser in this issue of The Home Agency Magazine.
- 27 What the new agent, Shannon, likes to do occasionally.
- 30 _____ payments are not subject to self employment taxes for farmers who are retired.
- 32 A kind of claim that some farmers have on their spring crops due to excessive rains this past spring.
- 33 PRF is being offered in Nebraska and _____ as a pilot program for the first time.
- 35 Often times, there is no coverage on your farm policy for weight of ice and snow damage to _____.
- 37 The photo on the front cover of the magazine was taken on Barry and Lanny _____'s farm.
38. D4 in regards to PRF means _____ drought.
- 39 Right now is the time to report your fall _____ acres to your agent.
- 40 Another kind of claim that some farmers have on their spring crops due to excessive rains this past spring.



DOWN

- 1 LFP stands for _____ which must be purchased prior to December 1, 2008.
- 2 To insure the grazing or hayland under PRF, the forage has to be a _____ and not an annual.
- 4 A new advertiser in this issue of The Home Agency Magazine.
- 6 A service that Gothenburg State Bank offers is _____ Preservation.
- 8 The employee that has been with The Home Agency the longest.
- 12 SURE stands for _____ Assistance payments.
- 17 Covered structures in a farm policy include _____.
- 20 D3 in regards to PRF means _____ drought.
- 24 Records accumulated during the year are generally more _____ and complete than those generated in a last-minute rush.
- 28 For _____ situations, please contact The Home Agency immediately so they can get an adjuster in contact with you.
- 29 If you have separate pivots within one section, production needs to be kept separate by _____ instead of by unit.
- 31 _____ production should be reported to your agent as soon as possible.
- 34 A crop you can buy a NAP policy for from the FSA.
- 36 The PRF Rainfall Index is based on weather data collected and maintained by National _____ & Atmospheric Administration's Climate Prediction Center.

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308-785-2560-Fax

The Home Agency-Gothenburg

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Gothenburg, NE 69138
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308-537-3511
308-537-3647-Fax

The Home Agency-Cozad

131 West 8th Street, Suite A
Cozad, NE 69130
1-866-928-5856
308-784-4245
308-784-4281-Fax

The Home Agency-Kirk

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970-362-4214
719-348-5887-Fax

The Home Agency-Stratton

128 Colorado Avenue
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719-348-5356
719-348-5887-Fax

The Home Agency-Yuma

201 South Main Street
Yuma, CO 80759
1-866-449-0641
719-348-5887-Fax

The Home Agency-Beloit

3873 K Road
Beloit, KS 67420
785-593-6659
785-593-6659-Fax

The Home Agency-Clay Center

908 6th Street
Clay Center, KS 67432
785-632-6767
785-632-6774-Fax

The Home Agency-Kirwin

1934 East 1100 Road
Kirwin, KS 67644
785-543-6758
785-543-6758-Fax

The Home Agency-Broken Bow

420 South 8th Avenue
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Nebraska Farm Services

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Answers to August's Crossword Puzzle

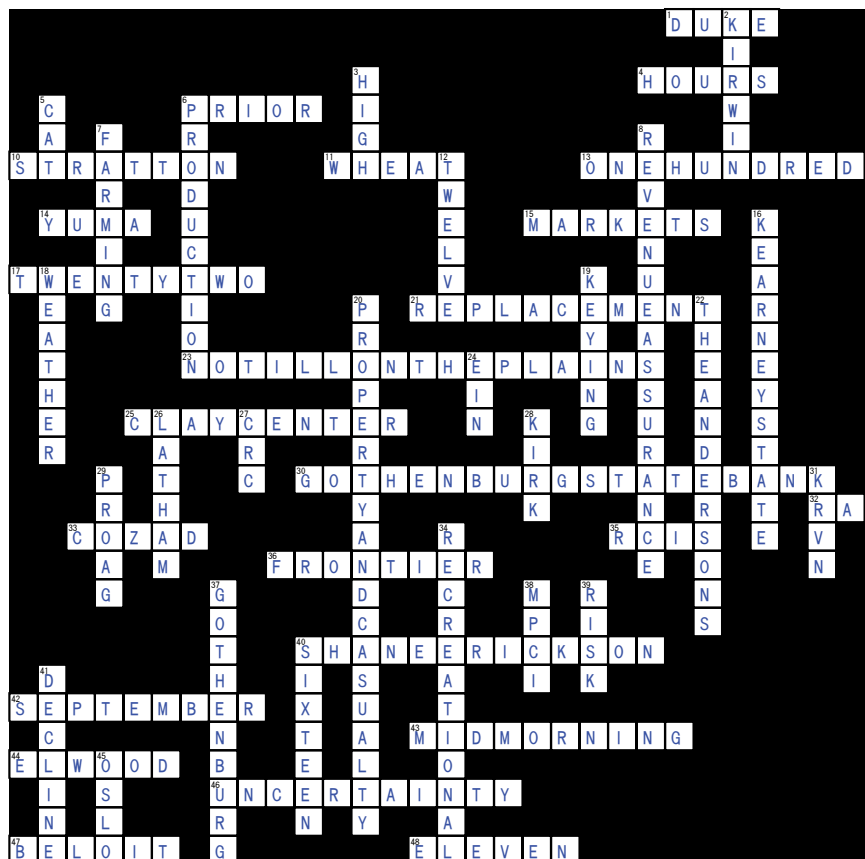


Photo on the front cover was taken on Barry and Lanny Stauffer's farm
near Beaver Crossing, NE by Sara Ross
Design & Layout of The Home Agency Magazine by Sara Ross & Jeri Schultheiss