

■ The ■ Home ■ Agency



Sales Closing--March 15, 2009

2009 Pilot Biotechnology Endorsement
SURE & ACRE Programs
Farming, Insurance, and the Economy



President's Thoughts

FROM THE DESK OF JIM BALDONADO

We all know that 2008 had a number of highs and lows. Corn and soybeans as far as base price for Crop Insurance hit an all time high of \$5.40 for corn and \$13.36 for soybeans. In fact, corn hit an all time high of \$8.26 on June 27, 2008 for July 2009 delivery, and soybeans also hit an all time high of \$16.63 on July 3, 2008 for a July and November 2008 delivery.

When the harvest price was set, we were at \$3.74 for corn and \$9.22 for soybeans, both for RA products, for a factor of 144%. So many of you had a revenue loss but not a production loss. Producers who kept their coverage at 80-85% really had losses and also raised a lot of bushels.

Going into 2009, a number of people want to know what their premiums may be. My first comment to them is, "Tell me what the average price for corn and soybeans will be for the month of February and I can give you a good idea on premium." Well, no one knows that answer, but I can guess with the best of them. Looking back to January 18, 2008, December 2008 corn was trading at \$5.15 and on January 15, 2009, December 2009 corn was trading at \$4.11 or -25% less than a year ago.

On January 18, 2008, November 2008 soybeans were trading at \$12.55 and on January 15, 2009, November 2009 beans were trading at \$9.55 or -31% of where we were a year ago.

I don't see any reason why we can't see an average of \$5.00 corn and \$11.00 soybeans during the month of February, but you just don't know. If that was the case you could see around an 8% reduction in corn premium from what you paid in 2008 and an 18% reduction in soybean premium on what you paid in 2008.

Now remember these are only **GUESSES**. Ask me the end of February and I will tell you the exact premium.

Also, something else we all need to remember is that most farmers signed up for the SURE program last fall. If you remember, to maximize your SURE payments (if there is one) you need something close to 79%. So a 75% policy will leave you short and an 80% policy is a tad too much, but still better than 75%. After 2008 with high prices falling real hard at harvest time and little or no hail in some areas, some farmers are saying they want to go back to the higher levels of coverage and not buy any hail insurance.

Also, in 2009 you will have to decide if you want to sign up for the ACRE program. There is not much information on ACRE yet other than you will have until June 1st to sign up. Listen to us on 880 KRVN on the radio, and as we learn more we will share that information with you. From what I have heard, ACRE may be a hard sell for 2009 as you have to give up some guarantees to maybe get something out of ACRE. From my understanding go ahead and sign up for

Going into 2009, a number of people want to know what their premiums may be....

the DCP program so you can collect some of your direct payments as you have until June 1st to change to ACRE, and maybe longer as at the present there is not very much information out on ACRE, so they *may* extend the sign up. Just remember, don't sign up for ACRE until you know the facts, as once you sign up you are in for the remainder of this farm bill.

ACRE	DCP
Pays on planted acres.	Pays on farm based acres.
Current National Average Market Price vs. Prior Year's Market Prices	Current National Average Market Price vs. effective price [National Loan Price + DCP Direct Payment Rate]
80% of Direct Payments	100% of Direct Payments
0% of Counter Payments	100% of Counter Payments
100% of ACRE Payment	0% of ACRE Payment
70% of MAL Payment	100% of MAL Rate

Pres. Thoughts Cont.

The last thing we will want to visit on this spring will be the pilot Biotechnology Endorsement (BE). The pilot BE will allow insured producers to receive a premium rate reduction if at least 75% of the total insured corn acreage planted in a unit, excluding acreage designated as high risk, is corn for grain planted to a hybrid or hybrids that contain specific combinations of biotech traits.

We will want to spend some time on this if you want to do this and follow all the rules set out in the policy. If you follow the rules you can save anywhere from \$2-\$5 per acre, BUT, if you don't do everything correctly and get audited or spot checked, you stand to lose coverage on that unit or in some cases on the entire crop.

Worst case scenario, you get spot checked on a unit with a 160 bushel guarantee, at \$5.00 per bushel and 130 acres for total coverage of \$800 per acre or \$104,000 for

the whole field. For some reason you fail the spot check, and I visited with someone from RMA today and they say 5% do, bottom line is you have no coverage for that crop. To make matters worse you get

hailed out, you just lost \$104,000 to save \$4 per acre or \$520 for the whole field. Just make sure you know the risks because this will work if you play by all the rules. Savings per acre is different by county and by state.

BE is available on irrigated corn in Nebraska and Kansas and non-irrigated corn in Nebraska, Kansas, Iowa and South Dakota as well as some states to the east. BE is not available in Colorado. Watch for more information to come at your

farmer meetings and in the May issue of this magazine.

On a lighter side, Duke and I have been having a great time hunting this winter. He is getting like his master, old, a little heavy and a lot lazy. When we first go out in the mornings he will jump out of the 4-wheeler and hunt for the pheasants. After a few misses by his master and friends, Duke goes back to the 4-wheeler and puts his front legs on the tailgate for some help in. After 3-4 times of doing that he just says "the heck with you guys" and just sits there saying, "show me a reason to get out and I might." So I guess it's time for me to take a little (or a lot) of practice so I can hit something OR maybe a younger, lighter dog is in order. OK Sharri, I will start practicing, as we both agree we will not get another dog, or at least she agrees and I have learned a long time ago that means both of us. ☺

Have a safe and productive calving season! See many of you soon at the farmer meetings! ■



Come Visit The Home Agency about Livestock Risk Protection (LRP)


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February 17-22

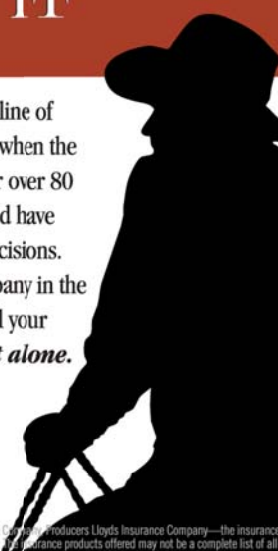

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Crop Insurance Corner

CROP INSURANCE CORNER

By Cindy Davis

Where did 2008 go? It seems like just yesterday when our agents were all so busy gathering the 2008 Spring crop acres and getting replant and prevented planting claims worked. Not long after that came the new 2009 Wheat season. Excessive moisture sure didn't help producers when it came time to drill wheat, and in some cases prevented acres from being drilled all together. In addition to collecting wheat acres, our offices were busy in the latter part of 2008 getting spring crop production and making sure numerous losses were processed. When you throw in the new Farm Bill with the new ACRE and SURE programs, and the new Pasture, Rangeland and Forage policy, our agents have had their hands full.

It's hard to believe, but as we begin the New Year it is time once again to start thinking about your 2009 spring crop coverage. Sales closing for the spring crop season is **March 15th, 2009**. Any changes or additions to your coverage must be made by this date. For the following states – NE, KS, IA, CO and SD the base prices for the revenue plans (RA, CRC) are being set now.

CROP-PLAN	BASE PRICE TRACKING DATES
Corn (Both RA & CRC)	February 1-February 28 December Corn-CBOT
Grain Sorghum (Only CRC available)	February 1-February 28 December Corn-CBOT
Soybeans (Both RA & CRC)	February 1-February 28 November Soybeans-CBOT

While the time frames for setting the base and harvest prices did not change, beginning with the 2009 Wheat season, the harvest price for both RA and CRC was changed to a 200 percent upward price change limit and no longer will there be any downward price change limit for either plan.

Something new for the 2009 spring crop year is the Pilot Biotechnology Endorsement (BE). The Pilot BE will allow insured producers to receive a premium rate reduction if at least 75 percent of the total insured corn acreage planted in a unit, excluding acreage designated as high-risk, is corn for grain planted to a hybrid or hybrids that contain specific combinations of biotech traits. The Pilot BE will be available for non-irrigated corn for grain in all counties in Iowa, Kansas, Nebraska and South Dakota (These are listed for states where The Home Agency writes crop insurance—other states may also be available). In addition, the Pilot BE will be available for irrigated corn for grain in Kansas and Nebraska. However, not all hybrids are eligible in all states. There is no sales closing date deadline to elect Pilot BE; therefore, no application or contract change is needed to qualify. To be eligible, the policyholder must meet all eligibility requirements of the Pilot BE and identify each unit that qualifies on their acreage report. Look for more information on the Pilot BE in the future.

A couple of reminders when you are reviewing your crop insurance policy with your agent:

➔ It is very important that your social security number or EIN is listed correctly on your policy. All other people and/or entities with a 10% or more interest in the policy (this would include a spouse) must also be listed on the policy along with their SSN or EIN. Please verify these

numbers are listed correctly on your policy.

➔ Has there been a change in entity from last year? (New partnership or corporation formed, new marriage, divorce, or has a death of someone listed on your policy occurred?) These changes must also be made by Sales Closing Deadline.

➔ Have you acquired ground in a new county, or do you have ground in a county that you did not have a policy for in prior years? If you intend to insure crops in those situations, a new policy will need to be written.

➔ Are all crops that you want to insure listed on the policy? All additions or deletions also have to be made by Sales Closing deadline.

➔ Is any portion of your land in High-Risk Areas? Acres planted in high risk areas are subject to additional premium and possibly a different t-yield. If you are aware of any high risk land in your farming operation it is **extremely important** you let us know before sales closing date! High risk land can be excluded from coverage on your MPC/RA/CRC policy but only before the sales closing deadline. Those acres can also be written on a CAT policy or, if given ample time before this deadline, we could apply for a high-risk land written agreement.

➔ If you hold a power of attorney for another insured, or if you have appointed a power of attorney for your policy, your agent will need a copy of the POA form.

If you have any questions or concerns relating to your crop insurance please be sure to ask. Now is the time to get all changes made. It is very difficult and sometimes impossible to make changes after the March 15, 2009 Sales Closing Deadline!

***One other reminder, if you have not already done so, please get your 2008 spring crop production to your agents. All losses have had to be turned in for some time now. If you have not turned in production and there is a loss – your agent may not be able to get those submitted.** ■



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Livestock Risk Protection

"ROLLER COASTER" MARKETS
By Arlyn Rieker

Over the past few months, I have been sitting in on numerous banker, marketing, economic, and producer meetings to get some perspective on the markets and listening to producers as to how they will be approaching the upcoming year(s). I visited with a

producer at a meeting in Kearney and one thing he mentioned was that he had heard us on KRVN talking about risk protection for cattle. After visiting for awhile and going over some of the basics, he asked that I follow up with a phone call after the first of the year to get a policy set up for him. This is one thing we are seeing more of, producers protecting their risk in the cattle market.

I think two words "roller coaster" can be used to describe the markets. As we approach another period of spring calving, we are talking to producers early and getting their paperwork ready for

Livestock Risk Protection (LRP). That way, when they feel comfortable with the coverage levels and prices, they will be able to put coverage on their calves.

The coverages producers put on in April 2008, for summer delivery of their cattle did exactly what LRP was designed for.

Coverage 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 with the LRP contract. The producers I visited with were happy with the cash price and were glad they put the LRP coverage on their cattle.

As we moved into the fall, I looked at some of the policies we wrote on Steers Weight 1 with an ending weight of 599 pounds. Most of our coverages were written from June to August with ending dates in October and November. These coverages ranged from \$120.89 to \$129.48 with premiums ranging from \$21.61 to \$28.30 per head. As these coverages expired, the ending price (which is figured off of the

Feeder Cattle Index) dropped and we paid out losses ranging from \$88 to \$145 per head on 599 pound steers. \$145 is the highest loss payment per head we have

It is a simple way to put a price floor on cattle...

seen and this definitely helped with this producer's bottom line. After subtracting the premium on this loss, the producer was still paid \$120 per head!

Looking forward, we still have some policies in place written in September and October with ending dates from December to March. In our next article, we will know those results.

Again, we will be contacting producers as they are calving and getting the numbers of steers and heifers they have so we can



start watching for the coverages they may want going into the fall of 2009. As we

continue to write LRP, we still hear that this product doesn't work. Over the past four years we have learned more about the product and know you have to spend time quoting and watching it every day. It is a simple way to put a price floor on cattle for the time you will be marketing them. For those of you who want more information, don't hesitate to call. We will be glad to explain the details of how LRP can help you protect your cattle investment. ■

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Farming & Umbrella Policies

PEACE OF MIND

By Diane O'Donnell & Janet Haas

In a tough new world, farmers find they can buy "peace of mind" at a good price by purchasing an umbrella policy with limits of \$1 million or more beyond what their primary policies pay. Few people realize just how dangerous of an occupation farming is—the most dangerous, perhaps. According to the Department of Labor statistics, agriculture, forestry and fishing accounted for 13% of fatal occupational injuries in the U.S. in 1996, even though those industries accounted for only 3% of the work force. The incidence of nonfatal injuries was also higher in agriculture than in the private sector as a whole, although not as high as in construction.

There is nothing new about the dangers of farm work, of course. Figures like those for 1996 have been reported for years. What *is* new is that commercial farmers find themselves increasingly liable

Few people realize just how dangerous of an occupation farming is...

for injuries to farm workers who are not members of their own families. As long as commercial farms were worked primarily by family members, injuries sustained on the job were a matter for farm families and their health care providers. Commercial farms still tend to be family-owned operations, but the consolidation of commercial farming into fewer, larger farms means that more of the work and more of the dangers are being borne by hired farm help, many of whom are not covered by worker's compensation. When you have liability claims on a farm owner's policy, they tend to be significant. So large, that employer's liability coverage under a farm owner's policy, if offered at all, is often inadequate to pay a claim.

The liabilities of commercial farms and the assets that need protecting are outgrowing the coverage offered by standard farm owners, auto and other liability policies. On top of all that, there seems to be

another factor working to deprive farmers of well-earned rest: lawsuits.

Thanks to the litigious nature of American society, even noncommercial farms face greater liability exposures than ever before. Whether they are country estates owned by wealthy individuals or hobby farms that conduct incidental farming and allow public access for hunting, fishing and other



activities, today's farms are "fair game" for plaintiffs' attorneys.

Umbrella policies provide "excess of limits" coverage for defense costs and damages that fall within the terms but exceed the limits of underlying auto, watercraft,

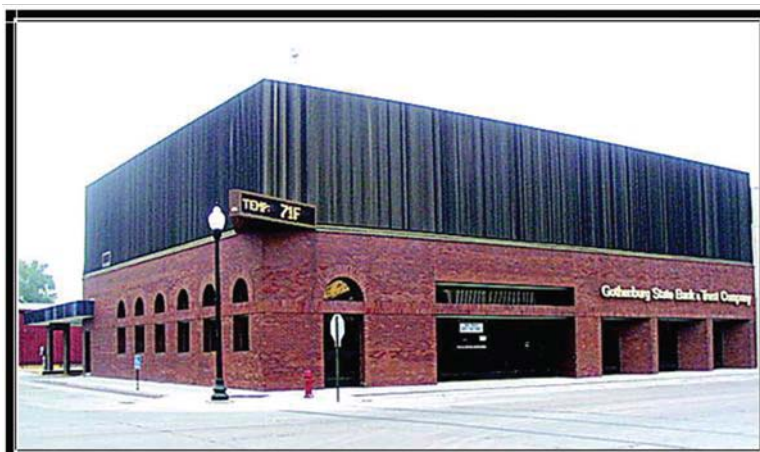
personal liability, commercial liability, employer's liability and worker's compensation policies. They protect insureds' personal assets from large judgments that exceed what their auto, farm owners and other policies will pay and from bodily injury/property damage liability arising from premises and operations accidents that are not covered under these policies.

Certain risk characteristics that may apply to the umbrella are the number of acres on the farm, additional farm premises, custom farming operations, horse boarding, incidental business pursuits, number of full and part-time employees, number of cars, trucks, and motorcycles, young operators of vehicles and number and size of watercraft and recreational vehicles.

Insureds must maintain their underlying insurance at agreed limits through the term of the umbrella policy. Underwriting standards differ greatly from company to company. Please contact your local Home Agency office to discuss writing an umbrella policy or review the coverages

you already have to make sure you are adequately covered. ■

(Information for this article acquired from Viewpoint, an American Association of Insurance Services magazine)



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2009 Biotech Endorsement

1. QUALIFYING PLANS

Available only on MPCI, RA, and CRC policies for corn for grain.

Does NOT apply to CAT, acreage designated as high-risk, prevented planting acres or units with a written agreement attached. Exception: Units with a Written Unit Agreement (UA) or High Risk (HR) may be eligible.

2. QUALIFYING UNITS

Insured must plant at least 75% of the total insured, non-high risk corn acreage in the unit, including replanting acreage, with a qualifying hybrid and to a qualifying practice.

3. QUALIFYING HYBRIDS

Certain varieties of Monsanto corn seed
Certain varieties of Pioneer & Dow corn seed
Certain varieties of Syngenta corn seed
(See chart)

**Corn hybrids planted using seed that was obtained for planting in a prior crop year do not qualify as a qualifying hybrid for the current crop year.

4. STATES INCLUDED IN PILOT AREA

Illinois, Indiana, Kansas, Iowa, Michigan, Missouri, Minnesota, Nebraska, Ohio, South Dakota and Wisconsin.

**Qualifying hybrids vary by state. Irrigated practice in the states of Kansas and Nebraska only. (See chart)

5. NO SALES CLOSING DATE FOR BE; REQUIRED DOCUMENTS ON OR BEFORE ACREAGE REPORTING DEADLINE:

**Insured Certification Form

Separate form needed for each policy.

**Copies of purchase & return seed invoices that correspond to the Insured Certification Form.

**BE Supplemental Seed Documentation Form, if insured obtained qualifying hybrids free of charge for which

there is no purchase invoice.

**Completed acreage report identifying corn acreage and units that qualify for the endorsement with a "BE".

6. REVIEWS/SPOT CHECKS/CLAIMS

Reviews are required on 2.5% of policies with a liability less than \$500,000 and 5% of policies with a liability greater than \$500,000.

**Any claim of \$100,000 or more will require a spot check.

7. CONSEQUENCES FOR NON-COMPLIANCE

Loss of premium rate reduction if:

- AIP combines the insured's units due to the insured's failure to meet the requirement for separate units.
- Total insured corn acreage planted in the unit, excluding acreage designated as high-risk, is determined to be different than what the insured reported by **10 percent or less**.

Voiding Policies:

When an insured is determined to not meet the Pilot BE planting requirements on ANY unit reported as eligible for the Pilot BE because of any of the following, the insured's policy will be void:

- The trait expression test for a unit is negative.
- The insured provides a false or fraudulent certification.
- Insured misreports acreage by **more than 10%**.

8. IF A POLICY IS VOIDED:

The entire crop will lose all coverage including acres that were not originally reported as BE.

Insured may still be required to pay 20% of the premium due under the policy in accordance with the Basic Provisions. If required by the AIP, the 20 percent shall be calculated based on the premium amount that would have been due without the Pilot BE premium rate reduction, and

Insured may be subject to administrative, civil or criminal sanctions as applicable under the Basic Provisions.

Hybrid	Practice	States
Monsanto Corn hybrids that contain one of only the following specific trait combinations: 1. YieldGard Rootworm®, YieldGard Corn Borer and Roundup Ready® Corn 2, marketed under the trade name YieldGard® plus with Roundup Ready® Corn 2; 2. YieldGard VT Rootworm/RR2® and YieldGard® Corn Borer, marketed under the trade name YieldGard VT Triple®; or 3. YieldGard VT Rootworm/RR2® and YieldGard VT PRO™, marketed under the trade name YieldGard VT Triple PRO™.	Non-Irrigated	All counties in Illinois, Indiana, Iowa, Kansas, Michigan, Missouri, Minnesota, Nebraska, Ohio, South Dakota, and Wisconsin
	Irrigated	All counties in Kansas and Nebraska
Pioneer/Dow AgroSciences Corn hybrids that contain one of only the following specific trait combinations: 1. HERCULEX® I Insect Protection and HERCULEX® RW Rootworm Protection, marketed under the trade name HERCULEX® XTRA Insect Protection; or 2. HERCULEX® I Insect Protection, HERCULEX® RW Rootworm Protection and Roundup Ready® Corn 2, marketed under the trade name HERCULEX® XTRA Insect Protection with Roundup Ready® Corn 2.	Non-Irrigated	All counties in Illinois, Indiana, Iowa, Michigan, Missouri, Minnesota, Ohio, South Dakota, Wisconsin, Kansas, and Nebraska
	Irrigated	All counties in Kansas and Nebraska
Syngenta Corn hybrids that contain one of only the following specific trait combinations: 1. Agrisure® CB/LL, Agrisure® RW and Agrisure® GT, marketed under the trade name Agrisure® 3000GT; or 2. Agrisure® CB/LL and Agrisure® RW, marketed under the trade name Agrisure® CB/LL/RW.	Non-Irrigated	All counties in Illinois, Indiana, Iowa, Minnesota, Nebraska, South Dakota, and Wisconsin
	Irrigated	NONE

***Additional varieties may qualify. Contact your Home Agency Agent for more details.

Remmenga Drilling Co.

Elwood, Nebraska

Greetings from all of us at Remmenga Drilling!

We hope everyone experienced a successful end to harvest, considering what the weather has been doing this year.

As winter rolls on, it is now time to take care of any problems you may have noticed with your irrigation well or pump. Spring is fast approaching and soon it will be time to irrigate again. You'll definitely want to start the season off right with everything working properly.

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The Ag Economy

FARMING, INSURANCE & THE ECONOMY

By Ashley Dean

According to the American Soybean Association, farmers today are paying twice as much for the diesel fuel they need to run their equipment, compared to just two years ago. In that time, fertilizer has quadrupled in price. Current high-priced farming costs coupled with the economic recession have many people looking for ways to tighten their budgets, and with Sales Closing right around the corner some may think that cutting back on crop insurance is the answer.

"The broader economy is pretty fragile right now and eventually the ag industry will see the effects of that," said Dr. Art Barnaby, Professor of Agricultural Economics at Kansas State University. "It is very rare that an individual will not benefit from crop insurance and I actually anticipate premiums will be a little lower this year," he said.

...wind, hail and flooding damages alone accounted for \$9.9 billion in insured loss.

According to the national Environmental Protection Agency (EPA) it has been estimated that living expenses for the average farm family exceed \$47,000 per year. Fewer than one in four of the farms in this country produce gross revenues in excess of \$50,000. That being said, although farmers are unsure of how much they will need to depend on the investment of insurance, they must use it as a risk management tool that they cannot afford to be without.

"Every year it is important that our customers are well informed about all of the options available to them," said Jim Baldonado, President and CEO of The Home Agency. "Each individual has his or her own comfort level with the amount

of insurance they want to own. The Home Agency assists a large number of successful farmers who have many years of experience that help them determine what that amount is. Our job is to make sure they feel secure with what they decide to purchase."

Farming near Elwood, NE for more than 30 years, Kurt Kugler also manages a cow-



calf operation. Kugler not only believes strongly in being adequately insured, he has been saved and has benefited greatly from his investment over the years. "I look at the profit I am capable of raising in the upcoming year, and I insure it," said Kugler.

On August 17, 2005 a hailstorm hit Elwood and the surrounding area taking nearly half of Kugler's crop. "Having insurance kept us afloat," he said.

It took two years of good farming to garner what Kugler should have made in 2005, but the experience was worthwhile. He has continued to invest in insurance and therefore was hardly affected by the most recent hailstorm in 2008.

"You have to have insurance so you can go to bed at night and rest," said Kugler. "It's a necessity," he said. "It's not any different than buying diesel fuel for your tractor."

It is obvious weather conditions and storms are among the greatest risks for farmers and it goes without saying that those risks vary greatly based on geographical location. According to the Insurance Information Institute in 2007 wind, hail and flooding damages alone accounted for \$9.9 billion in insured losses.

For Lynn Koenig and Todd Frank, Colorado is home and hailstorms are a regular occurrence. For 50 years the Koenig family has farmed in the Yuma, Colorado area, 140 miles east of Denver. "Hail is our biggest threat," said Koenig, "and the last two years have brought us two big storms."

Koenig said it is important not only to buy as much coverage as you can afford, but also to have a good agent. "I rely a lot on The Home Agency to help us." He said, "Jim is always providing me with good information about what is available and which programs are best."





Hailstorms being his biggest threat as well, Todd Frank has planted his 20th crop and says insurance is more important today than ever before. "It's the best risk management tool I have," he said. "Purchasing insurance is the best thing I can do to protect my production and price."

Dr. Art Barnaby has said crop insurance has become an integral part of many farmers risk management plans and that is definitely true for Kansas farmer Kent Stones. "In the past I have chosen to upgrade my insurance because of the risk management it brings to our operation," Stones said.

Risk management is identifying and analyzing the things that may cause loss, and as a result, choosing the best way of dealing with each individual issue. In this economy, farmers are unsure of what the upcoming year will bring, but their testimonials speak to the necessity of purchasing an adequate amount of insurance.

"I am a great believer in professional consultants," said Stones. "I seek advice from a number of resources and rely on

what they have to say."

As always, the Home Agency is ready and willing to answer any questions you may have about available programs and the best fit for your individual needs. Please contact your agent or log onto www.thehomeagency.com with questions. ■

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Agent Bios

CINDY DAVIS

Hello, my name is Cindy Davis. I have been with The Home Agency since 2002 and in the insurance business since 1999. My primary responsibilities at The Home Agency are in the Service Center. The Service Center works with all The Home Agency agents as well as several other agencies answering any underwriting questions and processing all of the crop business. I enjoy working with all the agents and helping them with their crop business. I also enjoy working with producers and assisting in that aspect.

I grew up in Grand Island, NE, until my family moved to Republican City, NE in 1984. I attended Alma High School



where I graduated in 1987. After attending Kearney State College I married my husband, Jon, in 1990 and

we made our home in Alma. In 2002 Jon accepted the Principal position at Elwood High School, we moved our family to Elwood and I began working for Jim Baldonado at The Home Agency. Jon and I have three children. Austin is a junior in high school, Britney is an eighth grader and Carter is in the second grade. Carter keeps us on our toes – I think he has more energy than the rest of us combined. Most of our time outside of work is spent running to all of the kids' activities, and we enjoy every minute of it.

In 2007, my husband accepted the Superintendent position at Alma Public Schools and our family moved back to Alma. I was fortunate to be able to continue working at The Home Agency. I usually work from my home three days a week and travel to Elwood the other two days. In a normal week you can reach me at home Mondays, Wednesdays and Fridays and at the Elwood office on Tuesdays and Thursdays. However, "normal" weeks sometimes change with scheduling conflicts, so if you can't reach me at one place, more than likely I am at the other. ■

STEVE JOHNSON

Hi, I'm Steve Johnson, agent at The Home Agency in Gothenburg. I grew up in Gothenburg, NE and went on to graduate from Kearney State College with



a Bachelor of Science Degree in Mathematics and a Minor in Physics, (no one ever believes that). I worked several years in Kearney, NE

before returning to Gothenburg. There I managed my family's business, Cornhusker Hardware, in Gothenburg and Cozad for 20 years.

I married my wife, Jeanie, after moving back to Gothenburg, and have 2 daughters, Kelli and Wendy. Kelli, her husband Jay, along with their three daughters live in Omaha. Wendy lives in Denver. They make up the best chapter of my life.

We have had wonderful times together with friends and family at our cabin at Jeffery Lake. I used to run a lot in my free time (10 marathons). Now, I like all sports-especially golf, being outdoors, and as always-spending time with friends and family.

I started at The Home Agency in 1999 and have loved the change. I have been licensed in all areas of insurance. I spend most of my time working on Crop Insurance and love the challenge and moreover the opportunity to work with the producers. The new Farm Bill has brought about a new set of programs to learn: Pasture Insurance, SURE and ACRE programs. I really like the way we approach new challenges at The Home Agency. We work hard to understand the new programs to better serve all of our producers.

I am very active in our community and serve on several boards including the Gothenburg Improvement Committee. Gothenburg is a leader in economic development in all areas: Education, Business, Health, and Recreation. Life is definitely interesting for me and I am enjoying the ride. ■

LORI RAHJES

Hello, I'm Lori Rahjes. I've been with The Home Agency since the fall of 2005. I work in the Elwood office with Deb Arends on the property and casualty insurance (home, auto, farm, umbrella, liability and commercial). Recently I was asked what I like most about my job. One aspect I truly enjoy is working to custom fit insurance coverages to best meet each individual's needs.

I was raised in Manter, Kansas, the second oldest of six in a farming family. A Stanton County High School graduate, I attended University of Kansas where I earned a Bachelor of Arts degree in 1988. After college, I stayed in Lawrence where I met my husband, Ken. In 1990 we moved back to his family's farm in Phillips County, Kansas, where we were married, started our family and worked in the family farming operations.

In 1999, opportunities took us off the farm and we spent the next few years in the Silver Lake, Kansas and Tonganoxie, Kansas communities. In 2004, we got the chance to move closer to family when Ken was offered a position with KRVN Radio in Lexington, Nebraska and we moved to Elwood. From time to time, Ken and I get to talk to each other on the air when it's my turn to do the radio ad on KRVN 880 AM.



Away from the office, I am a co-leader of our local 4-H club and help with our church high school youth group.

We have been blessed with four children: William is a junior, Grant is a freshman, Sarah is in 8th grade and Matthew is in 6th grade. As you can imagine, with kids in high school, junior high and elementary, we stay very busy with their activities. ■

DID YOU KNOW?

In 1940, the average farmer grew enough food for only 19 other people. In 2006, the average American farmer grew enough food for 144 other people!

Americans spend only 10% of their income on food, whereas the French spend 18%, the British spend 22%, the Italians spend 23%, the Japanese spend 26% and consumers in India spend up to 51% of their income on food!

The average American can earn enough disposable income to pay for food for a year in just 40 days!

Domestic animal agriculture consumes 98% of the domestic soybean meal. Over half of that amount is by poultry, and swine is the next largest consumer at 26%!

Less than 1% of America's farms and ranches are owned by non-family corporations. The other 99% are owned by individuals, family partnerships or family corporations!

Animals produce more than just meat, milk, and eggs! Other items that come from animals are footballs, crayons, cosmetics, soap, perfume, paint, and glue!

Overall, pork is 30% lower in fat than it was 20 years ago!

Americans today consume 17.3 billion quarts of popped popcorn each year! The average American eats about 68 quarts!

Information for "Did you know..." came from www.thankafarmer.info and www.agday.org.

The Home Agency

Farmer Information Meetings
with Dr. Art Barnaby, Ag Economist
from Kansas State University
will be held the
1st and 2nd weeks in March.
He will talk about the new
ACRE program.
More information regarding the
locations, dates, and times will
be available soon!

Comments and Suggestions

E-mail us at
tha.magazine@hotmail.com



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America Counts on CPAs®

Farmer's Share of Retail Food Dollar

Product	Retail Price	Farmer's Share
Multi-Purpose Flour (5 lbs.)	\$2.88	\$0.60
Bread (Wonder, 1 lb. loaf)	\$2.69	\$0.12
Wheaties (15 oz.)	\$4.59	\$0.09
Beer (Miller Lite, 6 pack)	\$4.88	\$0.13
Soda (2 liter cola)	\$1.68	\$0.07
Milk (1 gallon, fat free)	\$3.14	\$1.42
Potatoes (Russet, 10 lbs.)	\$4.59	\$0.96
Potato Chips (Lays Classic, 13.5 oz.)	\$3.99	\$0.07
Cheddar Cheese (1 lb.)	\$6.99	\$1.74
Boneless Ham (per lb.)	\$3.89	\$0.51
Bacon (1 lb.)	\$3.99	\$0.51
Top Sirloin Steak (1 lb.)	\$6.99	\$0.89
Eggs (1 doz. Large)	\$1.82	\$0.49
Carrots (fresh, 2 lbs.)	\$1.48	\$0.71
Lettuce (head, 2 lbs.)	\$2.48	\$0.67

Some information taken from the USDA/NASS "Agricultural Prices" Oct 2008.



If you would like to share a picture with us to use in an upcoming issue of this magazine, please send it to us via e-mail at tha.magazine@hotmail.com. Thanks!



These pictures were taken by:

- 1. Jeri Schultheiss
- 2. Shannon Poggendorf
- 3. Sara Ross
- 4. Unknown-istockphoto.com
- 5. Sara Ross
- 6. Shannon Poggendorf
- 7. Sara Ross



Brazil News

I FARMED BRAZIL!!!

By Ryan Hrubes, Global Ag Investments Intern in Brazil
Junior in Agricultural Business at Iowa State University

Having never planted a single acre of corn or soybeans in my life because my father didn't think I could drive straight enough, I stepped onto Brazilian soil looking to make some dust. It all started at the end of September this past year, when six interns and I began working for Global

Ag Investments. None of us had ever been in Brazil before and little did we know this would be a moment in our lives we would never forget.

We were doing various tasks such as working ground, building planters, and re-building some others for about a month into the internship. Then the day came when I jumped into a tractor pulling a 72-foot monster planter lined with 45 units. The first week was hectic, trying to smooth out all of the bugs of the planter

Just like in the Midwest, corn is the first thing to be planted with soybeans following. The farm that another intern and I were staying at had about 6,000 acres that needed to be run through with the 72-foot planter. Before we left Brazil, we had accomplished that in a time span of about a month, even though the planter only ran around nine days total.

What I liked most about my time in Brazil was building a great friendship with the farm manager, Dino, on the farm where I spent almost all of the nine weeks I was there. Dino and I laughed a lot, as well as thought through many things that were new to him. I vividly remember him being very skeptical of no-till beans, however only a short talk with him calmed him down. Dino and I had some pretty good conversations considering he knew very little English and I knew very little Portuguese. Overall, this experience was amazing and I cannot wait to go back to see what has changed since I left Brazil only a short time ago. Maybe I can

Once we hit our stride,
we were planting about 750
acres every passing
of the sun.

continue to brush up on my planting skills here at home, considering I planted four times as much ground as my dad farms a year. Maybe he will let me give it a shot this spring! ■



Growing Profits One Field at a Time



Corporate Office: Emmetsburg, Iowa.
712-852-3345

Brazil Office: Luis Eduardo Magalhaes, Bahia Brazil

www.globalaginvestments.com

as well as the tractor. Once we hit our stride, we were planting about 750 acres every passing of the sun. What struck me the most was just the entire scale of the agriculture down in Brazil. The smallest field that we planted was 550 acres and the rounds were at least two miles, some even close to six miles!

We worked around the clock when the weather allowed, with the longest stretch of continuous planting being around 30 hours before the rain hit. Rain was another thing that we had to get use to. I was amazed one time when it rained about two inches at about four o'clock in the morning; we were planting by eleven that same morning. The soil is sandy enough for us to get back into the field only a short time after a rain.



COMPANY FACTS

- 2007 Revenue \$2.4 billion
- Nearly 3,000 Employees
- More than 40 Locations
- 5 Strategic Business Units



GRAIN & ETHANOL

- 290 Million Bushels of Grain Handled in the 07-08 Crop Year
- 265 employees
- 350,000 crop acres Insured

OUR MISSION

We firmly believe that our Company is a powerful vehicle through which we channel our time, talent and energy in pursuit of the fundamental goal of serving God by serving others. Through our collective action, we greatly magnify the impact of our individual efforts to:

- Provide extraordinary service to our customers
- Help improve each other
- Support our communities
- Increase the value of our Company



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Account Rep	Caroline White	217.649.1351	4101
Account Rep	Wyatt Muse	217.369.1802	4103
Account Rep	Greg Johnson	217.369-7130	4102
Account Rep	Lisa Jones	217.493.4727	4114

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www.andersonsgrain.com

We believe that success in farming is not assured because you have an ethanol plant or processor to sell to. You are successful in farming because you manage your risks, you are disciplined about all aspects of your business and you do business with trustworthy partners.

Winter Favorites

Cream Puff Dessert *From: Sharri Baldonado*

Crust:

1 c. water
1 c. flour
1 stick of margarine
4 eggs

Bring water and margarine to a boil. Add flour and one egg at a time. Spread into a greased 9x13 pan. Bake at 375 degrees for 20 minutes or until golden brown. Let cool for 15 minutes.

Filling:

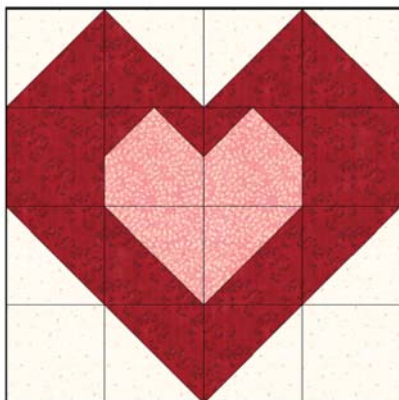
2 small pkgs. vanilla instant pudding
1-8 oz. pkg. cream cheese
3 c. milk
1 small container whipped cream



Add 1 c. milk to cream cheese in a bowl and microwave for 1 1/2 minutes or until soft. Add 1 box of instant pudding, mix well. Then add one cup of milk and last box of pudding, mix well. Add the last cup of milk. Mix together. Spread over crust. Top with whipped cream and frigerate. Before serving drizzle with chocolate syrup. Enjoy!

Try out our featured recipe for dessert, maybe after that special Valentine's Day dinner. It's sure to win over anyone's heart!

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 e-mail at tha.magazine@hotmail.com. Thanks!



Block Finished Size: 12" x 12"

Cutting:

Cream: Background

(4) 3 7/8" x 3 7/8"
(2) 3 1/2" x 3 1/2"

Red: Outer Heart

(5) 3 7/8" x 3 7/8"
(2) 3 1/2" x 3 1/2"
(4) 1 3/4" x 1 3/4"

Pink: Inner Heart

(1) 3 7/8" x 3 7/8"
(2) 3 1/2" x 3 1/2"

Heartbeat

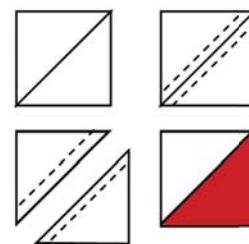
Construction: All seam allowances are 1/4"

Half-Square Triangles:

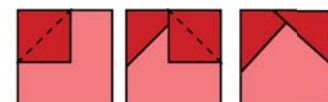
1. Draw a diagonal line across the wrong side of the 3 7/8" cream and pink squares.
2. Pair the 3 7/8" cream squares right sides together with the red 3 7/8" squares.
3. Sew 1/4" from each side of the drawn line. Cut apart on the drawn line. Press seam towards the darker fabric. Squares should measure 3 1/2" at this point. Make 8 cream/red squares. Repeat with pink/red square.

Corner Squares:

1. Draw a diagonal line across the wrong side of the 1 3/4" red squares. Place the red square right sides together on the corner of the pink 3 1/2" square. Sew on diagonal line. Trim seam allowance to 1/4". Press. Repeat on opposite corner of pink squares.
2. Arrange block units in rows. Join rows together. Block should measure 12 1/2" x 12 1/2".



Half-Square Triangles
Make 8 cream/red
Make 2 pink/red



Corner Squares - Make 2

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Crossword Puzzle

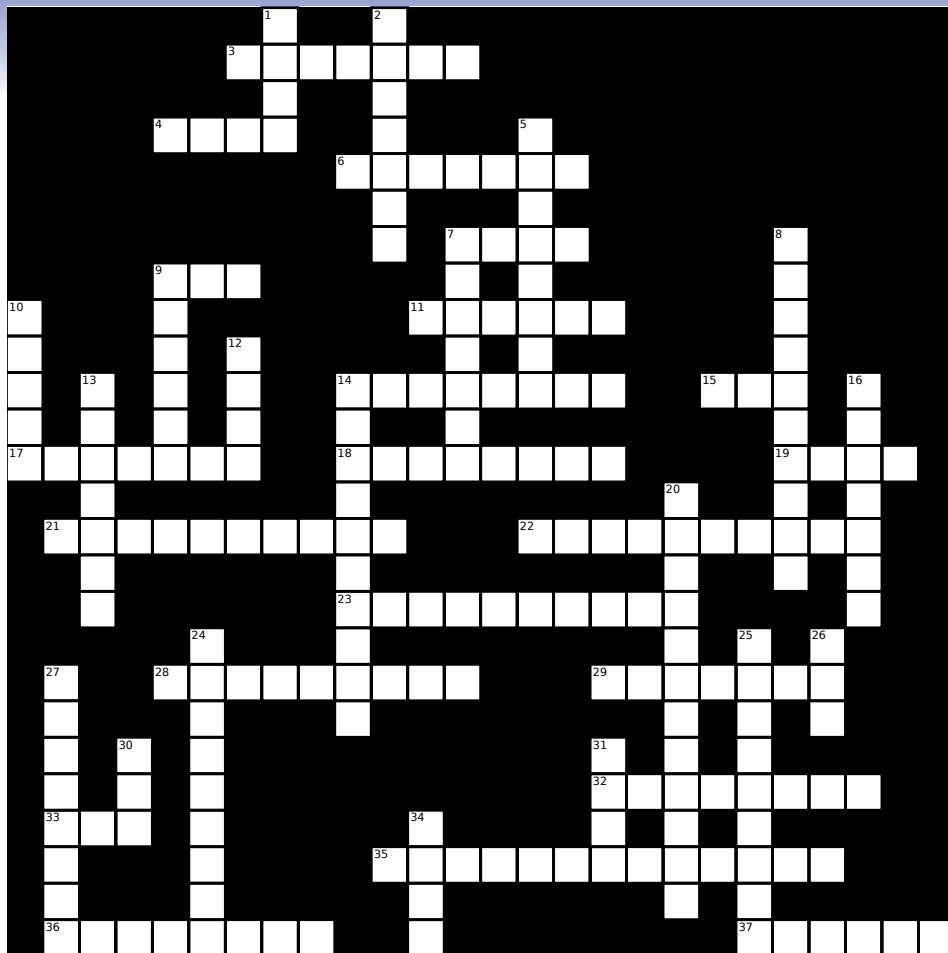
Please enjoy this crossword puzzle. You will find every answer somewhere in this magazine. The correct answers will be in the next issue.

ACROSS

- 3 A risk that may apply to the umbrella policy is custom ____.
- 4 Most farmers signed up for the new ____ program last fall.
- 6 A parent company that has hybrid seed that qualifies for the Biotech Endorsement.
- 7 ____ hit an all time high of \$8.26 on June 27, 2008 for July 2009 delivery.
- 9 The smallest fields down in Brazil that Ryan Hrubes planted was 550 acres with some rounds close to ____ miles long.
- 11 Dr. Art Barnaby is an Ag Economist from ____ State University.
- 14 BE is not available in ____.
- 15 Once Ryan Hrubes hit his stride down in Brazil, he was planting 750 acres every ____.
- 17 When the ____ price was set last year, we were at \$3.74 for corn and \$9.22 for soybeans.
- 18 A parent company that has hybrid seed that qualifies for the Biotech Endorsement.
- 19 This year farmers will need to decide if they want to sign up for the ____ program.
- 21 In the past two years, fertilizer has ____ in price.
- 22 \$145 was the highest loss payment per head that The Home Agency saw and this definitely helped with that producer's ____.
- 23 The Home Agency will be in booths 6&7A at the ____ Classic in Kearney, NE on February 17-22, 2009.
- 28 An item that comes from animals other than meat, milk and eggs.
- 29 The ____ Center works with all The Home Agency agents as well as several other agencies answering any underwriting questions and processing all of the crop business.
- 32 Dr. Art Barnaby has said crop insurance has become an ____ part of many farmers risk management plans.
- 33 It is very important that your social security number or ____ is listed correctly on your policy.
- 35 BE in the ag industry stands for ____ Endorsement.
- 36 A parent company that has hybrid seed that qualifies for the Biotech Endorsement.
- 37 The Home Agency paid out losses ranging from \$88 to \$145 per head on 599 pound ____.

DOWN

- 1 The time frames for setting the ____ and harvest prices did not change this year.
- 2 In 2007, wind, hail and flooding damages accounted for \$9.9 ____ in insured losses.
- 5 BE is available on irrigated corn in ____ and Kansas only.
- 7 An item that comes from animals other than just meat, milk and eggs.
- 8 Agent ____ attended Kearney State College.



- 9 All people and/or entities with a 10% or more interest in a crop insurance policy (including a ____) must be listed on the policy along with their SSN or EIN.
- 10 Sales Closing for the spring crop season is ____ 15, 2009.
- 12 To be eligible for the Pilot BE, the policyholder must meet all eligibility requirements and identify each ____ that qualifies on their acreage report.
- 13 An item that comes from animals other than just meat, milk and eggs.
- 14 ____ farmers find themselves increasingly liable for injuries to farm workers who are not members of their own families.
- 16 Two words "roller coaster" can be used to describe the ____.
- 20 The incidence of nonfatal injuries was also higher in agriculture then in the private sector as a whole in 1996, although not as high as in ____.
- 24 Global Ad Investments Intern Ryan Hrubes had the chance to run a tractor pulling a 72-foot planter lined with ____ units.
- 25 Due to the ____ nature of American society, even noncommercial farmers face greater liability exposures than ever before.
- 26 Agent Steve Johnson has run ____ marathons over the years.
- 27 ____ hit an all time high of \$16.63 on July 3, 2008 for a July and November 2008 delivery.
- 30 From time to time, Lori gets to talk to her husband, ____, on the air when it is her turn to do the radio ad on KRVN 880 AM.
- 31 Acres planted in ____ risk areas are subject to additional premium and possibly a different t-yield.
- 34 ____ management is identifying and analyzing the things that may cause loss, and as a result, choosing the best way of dealing with each individual issue.

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Answers to November 2008's Crossword Puzzle

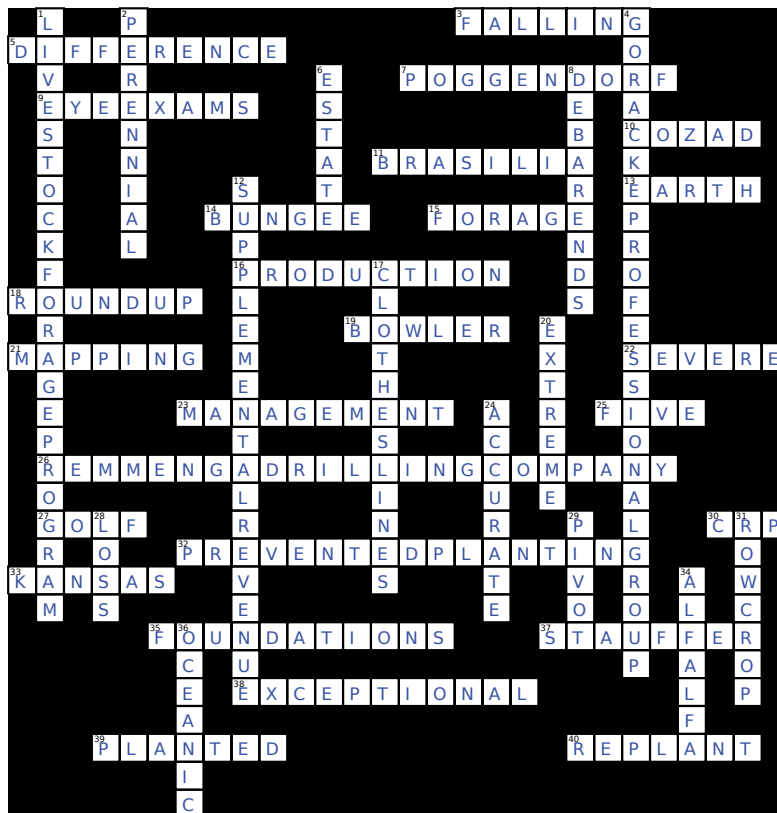


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Sara Ross & Jeri Schultheiss