

Vol. 8, No. 2--May 2015

THE HOME AGENCY

thehomeagency.com





areas where they have not seen hail for a number of years, they got smoked. In western Iowa where our daughter Sara lives, one farmer told me that he had not had hail for 34 years. Well, he had it all in one storm as he had nothing left when it was over. When you have hail losses like that it sure makes the hail adjustment easy, as your Production Hail policy totals out where your Multi-Peril policy starts to pay.

When choosing your Production Hail policy you almost always want to purchase the HPP 120 plan, over the 115, 110, or even the 100. Some will say, "Jim just wants to sell you the most expensive plan," but that is not true at all. I want you to have the best plan. We can play with the premium to spend the same as the

115 or the 110 plans cost. What we don't want to give up is the 10 bushel difference between the 120 and 115 plans or the 20 bushel difference between the 120 and 110 plans (using 200 as an APH). We could lower the price per bushel to 3.15 vs. 4.15, cheapen the premium up, but still get paid 20 bushel at 3.15, which is \$63 per acre versus nothing at the 110 plan.

Everyone knows I do not like to lower the price per bushel, but if that's what it takes to get you a better plan then that is what we need to do.

Your agent can run a quote for you and show you how spending the same dollars per acre on the 120 will outperform all the other plans. Ask us and we will be happy to show you!

Also remember when purchasing your Production Hail plan to always add wind. RCIS has a "0" deductible wind policy and ProAg has a 5% qualifier, meaning once you get to 5% it pays 5%. Plus, both wind contracts expire on 10/31/15 at 11:59pm.



FROM THE DESK OF JIM BALDONADO...

Greetings! The first quarter of the year is always the busiest of the year, at least for me that is. This year was our 22nd year that The Home Agency has put on the appreciation dinners for our customers in Nebraska, Kansas, Colorado, and Iowa. I would like to thank my wife, Sharri, for putting these on for me as it's always a treat to serve prime rib to our customers throughout the Midwest!

I also want to thank all of my staff for putting my presentations together for me. It makes my job real easy when all I have to do is stand up front and talk. You should all know by now that is what I really like to do.

I would also like to thank Shannon and Andrew for doing a fantastic job with putting on the Farm Bill meetings at all of our locations as well as attending 15 meetings put on by Dr. Art Barnaby in Kansas, plus the six in Nebraska that Dr. Barnaby put on for us.

Being in business for as long as we have, you can ask people like Dr. Barnaby for help and he always comes through for us. Five to six years ago he also helped us with the SURE and ACRE programs. He did tell us though that this would be his last Farm Bill that he would have to deal with as he will retire prior to the next one. Art has been a good friend over the years and we will miss him down the road.

Thanks again Dr. Barnaby for all you have done for not just myself and The Home Agency, but for all our customers, as crop insurance would not be what it is today if it wasn't for you!

PRODUCTION HAIL

Last year was by far the worst for hail and wind that we've seen in many years. It hailed early and it hailed often. And in some

EWEATHER CONTRACTS

Back in 2011 we started offering weather contracts from eWeather Risk. We had a slow start as they were new to the general public. We offered Lack of Precipitation, Excess Precipitation, Too Much Heat, Not Enough Heat, and Freeze.

2012 came along and these contracts really started taking off. The big seller that year was Too Much Heat. I have said over and over that never in my wildest dreams would I make someone smile when it hits 105 degrees 10 days in a row at the end of August. Well, if they had a Heat contract that year they sure were! This carried over to 2013 where Heat was still the big seller, but a few more Lack of Precipitation contracts were also sold.

I prefer Lack of Precipitation contracts because when it rains everyone is happy. Get enough rain and you can shut the wells off, maybe go fishing for a day or two, and your pastures start looking green again. I just like rain. Here where we live I use Canady Steam Plant south of Lexington as my weather station. I can lock in 8.5 inches of precipitation from 6/1/15 to 8/31/15.

Just think if you could get 2-2.5 inches of rain 3-4 times during that three-month period. How much would that save you in irrigation costs? Would you pay \$20,000 to guarantee 8.5" of rain at Canady Steam Plant? A lot of people are!

Remember, you have to purchase these contracts 20 days in advanced to when you want them to go into effect. You pick the weather station or stations that you want to work off of, the type of contract you want to purchase, and the length of time you want the contract to run, and we can give you a quote as to what it will cost. It's that easy!

PIVOT COVERAGE

Over the last 2-3 years we have made a big push to market stand-alone pivot coverage. Yes, we sell pivot coverage under our



STAND ALONE PIVOT COVERAGE

THE HOME AGENCY
thehomeagency.com
800-245-4241

- **Replacement Cost Coverage** - insure any machine for full replacement cost.
- **No Age Restrictions** for coverage.
- **Stand Alone Coverage** - takes some of a farms highest risk equipment off of a farm policy and moves it to a policy of its own.
- **Coverage for Mechanical and Electrical Failure** on the system.
- **Pivot Dealer Adjusted** in most cases.
- **Per Occurrence Deductible** - one deductible for all machines on the same policy damaged in the same event.

farm policies and we offer replacement coverage on them as well. I'm not talking about the policies we sell, I'm talking about the ones we don't.

Last year was one of the worst years ever for wind losses to pivots. It was anyone's guess as to how many were lost in the state, but it was in the 1000s.

We are now seeing some companies not renewing some farm policies because of pivot losses, or if they do renew, they may change the existing values from Replacement coverage to Actual Cash Value and then increase the deductible from maybe \$1000 to as high as \$3500 per pivot.

We like offering stand-alone policies on pivots because if you do have a number of losses in any one year it does not affect your farm, auto, or home policies because unfortunately that is what we are seeing happen. Some people had bad pivot losses and then at renewal time, they find themselves looking for farm, auto, and home coverage because they have been non-renewed.

We have not had a stand-alone pivot policy non-renew, but if it were to happen, at least you would not be shopping around for your whole farm policy, just the pivot coverage.

So if you have pivots, no matter what the age, and we don't already insure them, please give us a call for a quote with full Replacement Cost Coverage because if the wind has not already started blowing, just wait, it will any time now.

FAMILY

Boy, this may take a while, so bear with me! On March 8th, Andrew Bellamy, who has been dating our daughter Megan for over 2.5 years asked me for her hand in marriage. This is something that has been somewhat expected for some time, so of course, I said that would be great!

He was trying to figure out a special place to “pop the question” and he came up with Keystone, CO, the following Saturday as Megan and her sisters, Morgan and Sara, would all be up there snow skiing with me. So, that was the plan.

I left Elwood early on March 13th and picked Sara up at the airport in Denver. After a few stops she wanted to eat breakfast. While at breakfast Sara says to me, “I have something to tell you.” I’m thinking this is almost as bad as Sharri saying, “We need to talk!” So anyway, I sit there and listen and Sara says, “I’m pregnant!” I say, “Well that’s great! Congratulations!” Then Sara says, “I have some more news. It’s twins!”

I think I may have sat there for a few seconds before I said, “You’re kidding me!” Well, maybe I said something else, but that will work. I couldn’t believe it. I had the same talk with Sharri 30 years ago when she found out we were having twins, and what I said then was “I’m not going to be home when you get there.” Well, I’m still here and this is all great!

Hudson and Axten can’t wait for fall to get here to see if they are getting two brothers or two sisters. At this point, we do know that they are identical.

So, once Morgan and Megan arrived at Keystone the night of the 13th, Sara told them the news. There were some comments almost like mine, but they too were also very excited.

Sara still has one more person to tell before Andrew asks Megan to marry him. Now remember, Megan has no idea this is going to happen. Sharri is riding up the mountain with Andrew and his parents and his two brothers.

I had tables reserved at the Last Lift at the Mountain House for 3pm on Saturday the 14th. The girls and I planned to head over



around 2:30 and Sharri and the Bellamys had already arrived and were waiting in a friend’s condo. On our way over to the Mountain House, Sara conveniently left her phone in the condo and said she needed to go back and get it. This is when she was able to tell her mother about her great news. So far, so good! Everything was going as planned!

Morgan, Megan, and I were sitting in the Last Lift listening to the band, the Swing Crew which we have listened to for over 25 years and were waiting for Sara to catch up with us. She arrived and the Bellamys and Sharri stayed in the room next to the Last Lift waiting for Andrew’s cue to come in.

The next step was to get Megan on the stage with the band. Dennis, the lead singer for the Swing Crew, asked for a pretty, single lady to play with the band. Now Megan has been up there before and she decided she was not going up that afternoon. Finally after some persuasion and pushing from her sisters, and Dennis calling her out, Megan got up there, but was not happy about it!

For those that have seen the Swing Crew, after you play with the band you get a Swing Crew Bumper Sticker. After that the crowd yells “Install it! Install it!” which means someone from the crowd comes up and without using their hands “installs” the bumper sticker on the other person’s “bumper.”

So when Megan was handed the bumper sticker, Dennis asked if there is anyone from the crowd who wanted to install it for her and in walked Andrew along with his family and Sharri.

Megan saw him walk in and was confused at first. She was thinking that maybe he decided to come up and ski with us, but when she saw the rest of his family and her mother, it hit her what was happening.

Andrew stood up front by the band and asked Megan to marry him, with Dennis’ help (as you can see in this picture). Since he was speaking into the microphone the whole Mountain House upstairs, downstairs, and outside could hear his 25-minute proposal. Well, it might not have been quite that long, but to this dad it seemed like forever! Of course, Megan said yes!

So, as you can imagine we had quite the weekend up in Colorado!

That was a little long, but it’s a great story about my fantastic family.

Planting has already started or will start soon so take your time and be safe! ■

A handwritten signature in black ink, appearing to be the name "Andrew".

Meet Us At The Lake



29 North Shore
Johnson Lake, \$347,500



16 North Shore, Dr. 8
Johnson Lake, \$339,500



4 Northeast Cove
Johnson Lake, \$219,000



52 Lakeview Acres, Dr. 14A
Johnson Lake, \$297,500



1 Merriweather, Dr. 11 Johnson Lake, \$450,000
(Includes house and commercial building)



64 Mallard Beach, Dr. 21
Johnson Lake, \$249,500



Our REALTORS® have a combined 95 years of local real estate sales experience!

Realtors®

Doug Heineman	Broker	308-325-6747
Patti L. Johnson	Associate Broker/Agent	308-325-1764
Linda Kneifl	Agent	308-325-6387
Julie Dornhoff	Agent	308-325-3556
Nayeli Quintero-Samayoa	Agent	308-325-1225

308-324-5581 • www.bharealestate.com
709 East Pacific/East Hwy 30 • Lexington, NE



Crop Insurance Update

By Cindy Davis

Spring has once again brought with it hopes for a renewed spirit. As the signs of new life pop up all around us, I can't help but anticipate the next few months. I'm hoping for time to enjoy the season; that we will have mild spring weather and plenty of moisture for the upcoming growing season, and that summer will hold off until its official date! So many times it seems summer trumps spring (although not officially) and we go directly from a few weeks of nice spring weather to the hot, dog days of summer. After another mild winter here in Nebraska, some producers, especially in the western and central plains, are in desperate need of moisture to get the planters rolling, and I am optimistic the spring season will not disappoint.

2015 WINTER WHEAT

Along with the mild winter and lack of moisture, there will likely be a large number of wheat claims early this spring. Producers will be facing some difficult decisions for their wheat crop, and I have listed the options for wheat losses below. First of all, unless your wheat acres were short-rated back in March, never destroy any acres prior to contacting your agent and having the acres appraised. If you did short-rate acres, they will need to be destroyed prior to harvest. The following options will apply to your wheat losses – assuming you do NOT qualify for double-cropping status in your operation:

- Take 35% of the wheat payment and insure the second crop (if the second crop qualifies for coverage – in some areas it may not, depending on the stage of the wheat, particularly NI acreage), pay 35% of the wheat premium. If there is a loss on the second insurable

crop, collect that loss or collect the remainder of the wheat loss and pay the additional 65% of wheat premium.

- Take 100% of the wheat payment and do not insure the second crop.
- Take 100% of the wheat payment and don't plant a second crop. If the 2015 wheat was insured as summer fallow practice, is destroyed by June 1st, and any later growth is controlled by mechanical or chemical means, the acreage will qualify for summer fallow practice for the 2016 crop year.

In no case will you collect more than 135% of crop indemnities on two insured crops in the same crop year.

2015 ROW CROP

The sales season for 2015 row crops was certainly a trying one. The 2014 Farm Bill sent companies scrambling, with numerous changes and additions to the crop policies, not to mention the huge amount of programming that had to be incorporated into their systems. While these changes probably didn't affect producers directly, there were many Farm Bill changes and additions that did. The new farm programs at FSA kept everyone busy. Producers had the option of updating their base acres and their crop yields. They also saw two extensions before the deadline to elect a new farm program with FSA. Back in March, you should have met with your agent to discuss your crop policies for the

2015 ROW CROP PRICES			
Crop	States	Projected Price Set - Yield Protection (YP) & Revenue Protection (RP)	Harvest Price - Revenue Price (RP)
Corn	NE, KS, IA, CO, SD	\$4.15	Dec Corn CBOT Oct 1-Oct 31
Grain Sorghum	NE, KS, IA, CO, SD	\$3.99	*Dec Corn CBOT Oct 1-Oct 31
Soybeans	NE, KS, IA, CO, SD	\$9.73	Nov Sbean CBOT Oct 1-Oct 31
*Multiplied by the price percentage relationship between grain sorghum and corn as determined by RMA.			

2015 row crop year. There were several new options, along with a few changes for row crops this year, including the following: separate coverage levels for irrigated and non-irrigated acres, separate enterprise units for irrigated and non-irrigated acres, beginning farmer and rancher benefits, supplemental coverage option (not available for crops enrolled in the ARC-Agricultural Risk Coverage-program at FSA), new native sod requirements, and the long awaited YE (APH Yield Exclusion option). When you add in the supplemental policies and hail coverage, producers and agents alike had a very busy sales season, with a number of different aspects of risk management to consider. The prices for 2015 row crops were set the first week in March, after tracking prices the month of February. These prices are shown in the chart below.

Now that your coverage has been reviewed and is in place for 2015, below are a few reminders we like to pass on as you continue in the planting season.

- Initial and final plant dates could vary between counties/states. Check with your agent to find the correct dates for your crops and counties. Planting a crop before the initial plant date will surrender any possible replant payment, unless you have purchased a Supplemental Replant Coverage policy.
- If you need to replant any acres, be sure to contact your agent **prior** to replanting. Your agent will need to turn in a loss and have an adjuster contact you before replanting can take place. This is also the same procedure should you need to chop any acres this fall. The adjusters need to give approval and possibly make appraisals prior to chopping any acres.
- If you will be in a prevented planting situation this spring, **be sure to contact your agent within 72 hours after the final planting date for the crop in your county.** Prevented planting has very strict rules – don't wait until you report the rest of your acres to let your agent know. This could jeopardize any possible indemnity.
- Precision Farming – if you will be utilizing this technology for your crop insurance, your **records need to begin with planting.** If you have any questions regarding the use of precision farming records, contact your agent today. There are a number of rules and factors involved in the acceptance of these types of records for crop insurance.

Depending on the type of hail insurance you purchase, your coverage could be expiring soon. Now is also the time to review your hail coverage for 2015, if you haven't already done so. Give your agent a call and they can help customize a hail plan that will work for your operation.

ACREAGE REPORTING

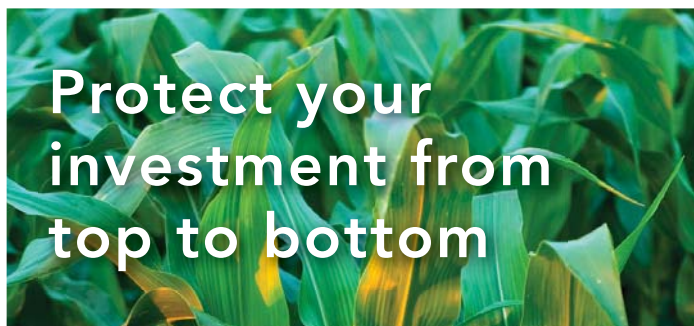
The 2015 row crop acreage reporting deadline for Nebraska, Kansas, Iowa, Colorado and South Dakota is July 15th. This is the next deadline for your crop insurance policy. Be sure to get in to report your acres to your agent prior to this date. You will need to report **ALL** acres – insurable and uninsurable acres, planted and prevented planted acres, along with plant dates and share parties. Make sure to include any new ground that may

not show up on your pre-printed acreage report or maps. It is very important that your acres are correct; a simple error could jeopardize coverage and prove to be a costly mistake. It's very difficult to make corrections after the acreage reporting deadline and almost impossible after a loss is discovered. Make sure you double-check your acres before you sign the acreage report. Your acres should match what you report to FSA.

CONSERVATION COMPLIANCE

I will pass along one final reminder, also associated with the 2014 Farm Bill. As part of the Conservation Compliance included in the 2014 Farm Bill, all persons seeking a USDA program benefit – including federal crop insurance premium subsidy – must complete, sign, and file form AD-1026 with the FSA. This form must be completed by **June 1, 2015**, to be eligible for premium subsidy for the 2016 reinsurance year (July 1, 2015 – June 30, 2016). Any person who does not have form AD-1026 on file with FSA on or before June 1, 2015, can obtain crop insurance, but will be responsible for the full premium amount for all policies and plans of insurance they obtain for the 2016 crop year. If you have any questions regarding these requirements contact your local FSA office.

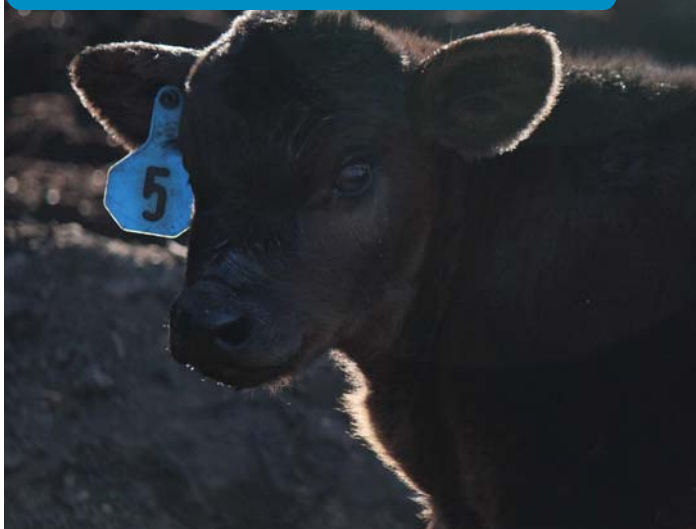
As always, if you have any questions regarding your crop policy, don't hesitate to give your agent a call. We wish you all a safe planting season!! ■



In recent years, wind has become more of a factor in corn crop losses. Supplement your hail policy with the **Green Snap, Lodging Loss of Production Corn Wind Optional Endorsement** through your RCIS agent to help cover losses, including production losses resulting from lodging. Fill the gaps beyond your federal crop insurance level and 100 percent of your trend-adjusted yield.



Not available in all states. This is a general description of selected coverage provisions. The insurance policy should be consulted for detailed coverage provisions, restrictions and exclusions. Rural Community Insurance Agency, Inc., is a managing general agency representing two risk-bearing insurance companies. Coverage is underwritten in all states by Rural Community Insurance Company, Anoka, MN except in Montana where hail coverage is underwritten by Tri-County Farmers Mutual Insurance Company, Malta, MT. Coverage type may vary by state. Rural Community Insurance Agency, Inc., D/B/A RCIS. RCIS is an equal opportunity provider. © 2015 Rural Community Insurance Agency, Inc. All rights reserved.



RECORD PRICES: PROTECT YOUR BOTTOM LINE By Arlyn Rieker

Spring is upon us and with it brings both many similarities and changes from the past year. Once again spring found us busy attending the Cattlemen's Classic in Kearney, where in addition to our booth, Lori and Julie offered the livestock mortality insurance at the Classic as well as at production sales for Spring Valley Farms and Hueftle Cattle Company. This is always an exciting time for us to visit with the many producers who are either purebred breeders or the commercial cattlemen. This is also a great opportunity for us to be with our friends and clients outside of our office and help sponsor and return the loyalty they have committed to us. Thank you to each of you for allowing us to be a part of your day.

One of the changes for grain producers we saw this spring is the reduction in the base prices for corn and soybeans. For the producers I work with on crop insurance and risk management, we had an additional product and option to consider: Added Price Option (APO) to add some additional coverage to the multi-peril bushels; and Yield Exclusion (YE) a new option giving the producer the opportunity (if qualified) to exclude years from a unit's actual production history. I really enjoy working with each of you to find the coverage you desire for protection on your crops.

Ok, but what about the livelihoods of the cattlemen and ranchers and the financial risk they face with the record high livestock prices and the downward risk that exists for them?

LRP, Livestock Risk Protection, is one of the risk management tools that can be used as a price floor for cattle producers. LRP is exactly what the names says "Risk Protection." LRP provides protection against a decline in prices below the established coverage price for fed and feeder cattle. For those of you who have purchased LRP in the past, this will be a little refresher course, and for the people interested in protection against a downturn in the cattle market, this will be an LRP 101 introductory course.

The LRP crop year is from July 1 through June 30 of each year.

LRP is a continuous policy and may be purchased at any time throughout the year, which makes it easy to ensure your coverage will correspond with the marketing time of your livestock. The coverage prices and rates fluctuate daily and are based on the Chicago Mercantile Exchange (CME). Premium rates, coverage prices and levels, and actual ending values are posted daily. Unlike crop insurance where we know when and how the base prices are set to establish the rates and premiums, unfortunately with LRP we don't have that formula. We run quotes daily to access the coverage prices, levels offered, and the premiums. There might be coverage one day and not the next. We just don't know until the quotes are established at the end of each trading day at 3:30pm. If coverage is available it can be written from that time until 9:00 am the following morning. This is why we run the quotes daily and stay in contact with producers to keep them up-to-date on the coverage prices. All these quotes and Actual Ending Values can be found on our website, www.thehomeagency.com.

One question we are often asked is, "Does it matter what the cattle weigh or what I sold them for?" It doesn't matter what they weighed on sale day, what you sell your cattle for, or even if you retain ownership; what determines whether or not you have a loss is if the Actual Ending Value on your coverage ending date is below your Coverage Price. It is worth noting that if you sell your cattle more than 30 days prior to your LRP contract ending date, your coverage will be voided. Also, this is not a mortality policy; however, if animals die, we need to be notified of the death and document the death loss. If you have an indemnity you will still be paid the LRP loss on the dead animal.

As you all know, the cattle price was on an upward move throughout most of last year. October and November 2014 were the highest LRP coverages we have written with expiration dates ranging from December through early summer. These coverages for Steers I < 600# was as high as \$258/cwt and for the Steers II with ending weights of 600# to 900# the coverage was as high as \$234.70/cwt. With the feeder cattle index dropping during December and into the front months of 2015, loss payments made to producers range from \$44 to \$212 per head. As to the coverages written early to mid-2014, we had very few losses paid, because the market kept on its upward trend with the ending prices being above the coverage prices written. As the markets went up, the endorsements written later in the year were at the levels mentioned early and the feeder cattle index dropped resulting in loss payments to the producers. I would have never believed coverages would reach these levels. Currently we are writing coverages for 800#-900# feeder cattle for mid-summer ending dates and calves going to grass coverage for October-November expiration dates. These coverages range from \$239.80 on the Steers I and \$218.00 for the 800#-900# cattle. Another level that is gaining interest is the LRP coverage for the fed cattle, with coverages for these 1000#-1400# cattle ranging from \$147.65-\$150.00.

Give us a call at the office. We are happy to visit with you about writing LRP coverage for you not only on your heavier weighted animals but also your calves. ■

SAFETY ON THE WATER



BOATER SAFETY

By Julie Dornhoff

Yippeee!!!! It's that time of year again when we get out on the water with our favorite watercraft. Whether you enjoy boating, jet skiing, water skiing, wakeboarding, fishing, or just cruising around, there are many rules and regulations that must be followed. The following information comes directly from the Nebraska 2015 Boating Guide that is available at most marinas and bait shops. It is also available on-line through Game & Parks. Please check it out for your particular state. The officials are on the water and they will enforce these rules.

Boaters are responsible for knowing the regulations, orders, and statutes (state laws) before boating in Nebraska. Failure to do so is not an excuse. This publication is only a guide to those regulations, orders, and statutes.

To read Nebraska Game and Parks Commission regulations and orders, as well as statutes, visit:

Regulations: <http://outdoornebraska.ne.gov/admin/regulations/regulations.asp>

Statutes: <http://law.justia.com/codes/nebraska/2014/chapter-37/>

WHO MAY OPERATE A MOTORBOAT

- Anyone operating a motorboat or personal watercraft in Nebraska must be at least 14 years of age.
- Any operator born after Dec. 31, 1985 must have successfully completed the Nebraska boating safety course and **be in possession of a valid certificate.**
- Nonresidents may present certification from their state or another source approved by the National Association of State Boating Law Administrators.

BOATER EDUCATION

Boater education is open to anyone at least 14 years of age.

Boaters have two options to fulfill the boater education requirement: 1) attend a six-hour course with a proctored exam, or 2) home study, then attend a three-hour course review with a proctored exam. Study materials may be downloaded from BoatSafeNebraska.org. Boaters must get seventy-five percent of the

exam answers correct to pass.

Find a list of classes at BoatSafeNebraska.org.

EQUIPMENT: WHAT DO I NEED ON THE BOAT?

1. Fire extinguisher
2. Oars/paddles
3. Bailing bucket
4. Whistle or bell
5. Proper lighting
6. Flotation devices – No child age 12 or under is allowed aboard any vessel without an approved and suitable sized life preserver
7. Orange flag when engaging in water skiing, tubing, wakeboarding, or similar activity

I personally have lived on a lake for over 23 years. I have witnessed many close calls on the water and most accidents are caused by inexperienced or uneducated operators. Please take the time to read through the 2015 Boating Guide, purchase the required equipment, and take the time to attend a Boater's Safety Class. Even if you're not required to have the certification due to age, it's a great refresher course for anyone. Remember, safety first on the water. You and your family will have a much more enjoyable summer. ■



INSURING YOUR PIVOTS AND ATVs

By Deb Arends

Storm season is underway and it's important to review your farm policy to make sure you have adequate insurance coverage in place.

There are a few different ways to insure pivots. There are companies that will write them on a standalone policy without supporting farm insurance. The deductible can range from \$1,000 and higher. There is no age restriction, and pivots can be insured on a replacement cost basis, if desired. On older pivots, verification of the replacement cost value is required from a pivot repair dealership prior to being approved for coverage. Each pivot must be described separately and if ancillary equipment (motor, underground wiring, panels, etc.) coverage is needed, each item needs to be itemized with a separate value assigned.

Pivots can also be included on a policy with all of the farm coverage. Replacement cost is available if the system is ten years old or less and in good repair. A pivot system includes the pivot, panel box, wiring, control panel, and a standard electric motor. Typical replacement cost values are \$80,000 for a quarter mile system, but if there are any additional features such as a corner system/arm, diesel power unit or generator, the value should be adjusted accordingly. The value of pivot bridges needs to be considered also.

If you rent ground with a pivot on it, do you know what the landlord's insurance covers and what the renter's insurance covers in the event of a loss? Let us give you a no-obligation quote and answer any questions you may have.

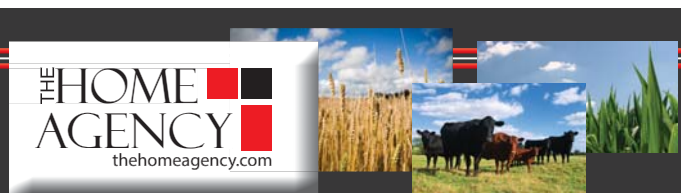
Using ATVs in normal farming activities is an everyday occurrence. It's important to know what your policy insures. For example, do you know if you have coverage for off-premise use?

If you are using your 4-wheeler to go from field to field and have to cross a public roadway, do you know if you're covered should something happen while crossing that roadway? Some farm policies include coverage for this; however, many companies require an endorsement in order to have this coverage. If you are off-premise or if your 4-wheeler is being used for recreational purposes, you may not have coverage on your farm policy should



a claim occur. Depending how you use your 4-wheeler, it may be wise to write it separately on a Recreation Vehicle policy. Again, we can answer any questions you may have.

We would like to write your farm coverage. Please contact The Home Agency for a quote today! ■



Visit The Home Agency online at www.thehomeagency.com!

There you will find up-to-the-minute information about:

- Commodity Markets
- Stock Markets
- Local Forecast and Radar
- And much more!

You can also request a quote, find the office nearest you and check out all the product lines that The Home Agency has to offer you!

INSURANCE FEATURES AND BENEFITS FOR IRRIGATION EQUIPMENT

REPLACEMENT COST COVERAGE - pays the cost of repair or replacement (whichever is less) up to the policy limit. *(Available on units less than 34 years old.)*

MULTI-PERIL - covers most perils from an external cause, including fire, lightning, wind, tornado, theft, vandalism, hail, flood and even collision. We know of no broader coverage. *(Available on units less than 34 years old.)*



*Following is a list of the most common insurance perils encountered.
Most claims can be adjusted through your local dealer.*

DIVERSIFIED AG	PERIL/LOSS	STANDARD FARM & RANCH POLICY
Yes	THEFT	Yes
Yes	VANDALISM/MALICIOUS MISCHIEF	No
Yes	WIND/TORNADO	Yes
Yes	REPLACEMENT COST COVERAGE (On units less than 34 years old)	Varies
Yes	HAIL	Yes
Yes	FIRE	Yes
Yes	LIGHTNING	Most
Yes	FLOOD	No
Yes	COLLISION WITH FARM IMPLEMENTS	No
Yes	RODENT DAMAGE	No
Yes*	MECHANICAL/ELECTRICAL FAILURE	No

*Added by Endorsement

**Call The Home Agency for more information about
irrigation equipment coverage through Diversified Ag!**
800-245-4241



ACTIVITIES FOR THE ENTIRE FAMILY

By Morgan Yardley

Iwelcome spring and summer with open arms. It is finally that time of the year when the weather warms up and it is time to get outside and enjoy the weather. Winter feels so long and cold. Luckily with the first sign of warm weather we head out the door and open up the windows. There is nothing like fresh air!

Sometimes it is hard to find new things to do as a family during the spring and summer months. I have compiled a list that I think would be fun to try out!

OUTDOOR FUN ACTIVITIES

1. Go bird watching! You have been stuck inside all winter long, why not get out and see what nature has to offer. Pack a pair of binoculars and see how many different types of birds you can see with your family.
2. Go into the woods. Grab a magnifying glass and binoculars and let the family go exploring in the woods. It is amazing what you will be able to find. Get dirty looking under logs and rocks for all different types of insect, and let them explore what nature has to offer.
3. Gather items from outside to do an art project. What is more fun than gathering things that you know you can use for an art project! Go out and find acorns, pinecones, or beautiful leaves. There are so many different types of projects you can create with different items from outside. If you need help with ideas of what to create just type into Google what you have collected for an art project. I know there are many ideas out there.
4. Head to the museums, zoos and aquariums. Nothing is more fun than taking the family to these places and letting the kids have a blast while learning about different species.
5. Take a trip to a berry farm. This one is on my to-do list this year! Look for apple orchards, berry farms, and pumpkin patches around that you can head to. Go pick some fresh fruit and bring it home to eat, bake, or preserve for later use.
6. Study the stars! Nothing is more fun than having a night outside with the family. Make sure to pack flash lights and blankets. Head out into the country so you have a better view of the stars. All ages enjoy gazing up to the moon and stars. Let the older children look for different stars they are

studying in school. Make sure to keep an eye out for shooting stars!

7. One of my favorite things to do when we were little was to lie outside on a blanket and look up at the clouds. It's amazing what the imagination can do! Lie down and ask each other what each cloud looks like. I am sure you will receive some great responses.

8. Plant a garden together. If you have younger kids give them a patch in the garden to grow what they want. Give them tools to plant and watch them go. I think it is fun to watch the garden grow and can only imagine how children will

react when they see what they planted start to grow. I know I have a nephew that likes to help his mom in the garden every year!

9. My favorite out of all of these....Go camping! Nothing says outdoors like going on a weekend camping trip. There are many parks around us for you to choose from. Load the car up and head out for a weekend of outdoor fun with your family.

I know these are just a few ideas of things to do outside as a family. Any time spent with the family outdoors will be special. I hope you all have a great spring and summer! ■



You are always working to grow your operation and so are we! With our family of stations, we strive to provide only the best.

KRVN
880 Rural Radio

COUNTRY LEGENDS
KAMI
1580 AM

River
KRVN FM 93.1

We are #1 for Ag News, Weather, and Markets.





POWER SURGE: DON'T GET SHOCKED BY YOUR INSURANCE COVERAGE

By Diane O'Donnell & Rana Williamson

Abstract: The average household contains thousands of dollars of electrical goodies like appliances and electronics, including televisions and computers. Limitations found in most standard forms of home insurance could leave you in the dark.

Your family is forced to stay home due to the big storm hovering over the house. The comforting sound and bright screen of your 52" LCD television eclipses the noise from outside. Then it happens: just as you're about to discover who gets voted off the island, your family is startled by sudden darkness.

After the outage forces your family to live in darkness for a few hours, the local power authority flips the switch and all is well... for a moment. The sudden surge of power is too much for your electronics to digest, and they've returned to oblivion.

American households spend billions on electronics annually. The average household contains thousands of dollars of electrical goodies like appliances and electronics, including televisions and computers. Limitations found in most standard forms of insurance could leave you in the dark; such limitations say your insurance policy will not pay for damage to electronics that is caused by power surge.

Renters and condominium units-owners will not find comfort in their standard insurance policies either. The same limitations usually apply.

A sudden surge in electrical current is not uncommon. There are a number of surge-protection devices designed to prevent this from compromising the life span of your most precious toys. But

this hardware is not full-proof and can still leave you and your family in the dark.

Losing your electronics due to power surge can be a financial disaster. Imagine having to replace that \$2,000 television that is hooked up to the \$1,000 home theater system you spent two weeks wiring, both of which are now left sizzling after a sudden jolt?

In many home insurance policies, this

limitation only applies to personal property, not to "building property". This means items that are considered part of your house, such as a built-in range, burglar alarm system or central heating/AC system are covered by your home insurance if bereft of life due to power surge; however, this is not true for all home policies.

There is hope. Most standard home insurance policies can be modified to cover losses to property caused by electrical surge. If your current policy cannot be modified, consider asking your agent to shop for a policy that includes the coverage or can be modified to do so.

Others may have a second option. Some power companies offer insurance for surge protection. They add a premium to your power bill, and in return offer insurance which can provide valuable coverage and allow you to collect damages without making a claim against your home insurance company or paying a deductible.

The cost of insurance provided through a power company varies; one major provider charges between \$5 and \$13 monthly for coverage ranging from \$2,000 to \$5,000.

However you chose to do so, purchasing this insurance coverage can be a tremendous relief for you and your family if the sudden voltage puts your prized possessions out to pasture. For more information about what your policy may or may not cover and how we can help, please contact The Home Agency for more information. ■

Copyright 2008 by the independent insurance Agents & Brokers of America, Inc. All rights reserved. Reprinted with permission from the VU at www.independentagent.com/VU.

IS YOUR HOME UNDERINSURED?



the cost of common construction materials such as cement, drywall, lumber and nails have soared over the past few years. According to Marshall & Swift/Boeckh, some homes that were built just two years ago for \$125 per square foot may now cost over \$200 per square foot to rebuild.

People also forget to count improvements. Have you added a burglar alarm system, closed in the garage, put in new floors, or remodeled the kitchen? Improvements like these are fair game in determining the value of your home. In addition, many homeowners do not understand that factors like market price, property tax appraised value, and mortgage amount are not the same as the cost to repair or rebuild your home after a loss.

YOUR HOME MAY BE UNDERINSURED

By Kristy Diefenbaugh

You pay for home insurance to avoid incurring large out-of-pocket expenses in case of a loss to your house and personal property. The last thing you need is an insurance company explaining the “adequate limits” after the fact, especially if in the end it means more cost to you.

According to Marshall & Swift/Boeckh, an organization specializing in building cost research, 59% of homes were underinsured by an average of 22% in 2005. Some reasons for the high number of underinsured homes include: inaccurate valuation, complacency with current home value, and failure to report value-changing improvements and betterments.

The penalty for underinsurance is costly. Your home insurance company requires that you pay for enough insurance to cover the value of the home at the time it is damaged, not when the policy is issued. Most home insurance policies contain a provision requiring the limit of insurance to be equal to or greater than 80% of the replacement cost of the home to pay for the full cost of the damage. For example, say your house catches fire and ¼ of it is damaged. While adjusting the claim, the insurance company determines that due to increased construction costs, your home's current replacement value is now \$100,000 – you need to carry at least \$80,000 on your home/dwelling. If your current limit on your dwelling is less than \$80,000, you will only receive a portion of the \$25,000 and you will have to pay the difference on the repairs out of your own pocket...yuck!! Despite the above example, you should never carry a limit of insurance less than 100% of your home's current replacement value. Here's why: consider the previous example, only this time the fire damage is so severe that your entire home must be torn down and rebuilt. If your policy limit is anything lower than \$100,000 you will again have to pay the difference yourself.

To make matters more difficult is the constant flux of property values, according to the National Association of Home Builders,

Most home insurance policies can be modified to increase insurance limits automatically. If you have questions regarding your homeowner's coverage and want to know if you have “adequate limits,” please contact an agent at The Home Agency. We will be happy to give you an insurance proposal and a replacement cost estimate for your home. ■

Information provided by Big “T” Virtual University www.iiaba.net/vu



**TRUST IS EARNED AND
INTEGRITY PROVEN.**

We stand committed to continuing the principles that ProAg was founded on more than 80 years ago: **Integrity, Loyalty, and Customer Service.**

Experience the ProAg difference today.

PROAG

www.ProAg.com

ProAg® is an equal opportunity provider. A subsidiary of HCC Insurance Holdings, Inc.

Signs of Springtime





STRATTON, CO

By Penni Fox

Happy Easter Everyone! I am writing this article on this beautiful spring day anticipating the forecast of the next couple of days. Mother Nature is calling for rain turning into snow. The moisture is most welcoming, but can't help to think the snow is going to put a damper on a few Easter egg hunts.

Springtime is my favorite time of the year, yet brings the risk of severe weather. There have been a few tornados this year with Tulsa, OK being the hardest hit. Practicing drills with your family is so important in teaching children the avenues of how to reach safety. After establishing a safe place, stock it with supplies such as flashlights, batteries, water, snacks, blankets, and water. Pack as much as you can in plastic storage bags to keep dry.

When there are tornado warnings in your area stayed tuned to NOAA on your iPad or mobile phone (an electronic that you can take with you). NOAA will minimize the broader warnings that may not apply to your area. Having time to put your plan into action is critical. Please don't stand outside watching the weather thinking that you will reach safety in time (you may also have little eyes watching you as well). Seek shelter in the lowest level of the building/home you are in. If no basement is available, go to the center of an interior room away from windows, doors, and outside walls. Get under a sturdy table if possible to protect yourself from falling debris (mattresses will also work in a pinch). Keep bike helmets in one place for easy access for taking to shelter as well.

If you are driving, try to reach a shelter without trying to outrun the storm. If unable to reach a shelter, exit your vehicle and get to a lower point such as a ditch and cover yourself with any pro-

tection in your possession. If your vehicle is hit by flying debris, pull over making sure your seatbelt is buckled covering your head with a coat, blanket, or cushion if possible. Never hide under an overpass if a tornado approaches. Winds can actually be worse under an overpass and should not be used for protection.

Check with your children's schools and day care centers to learn tornado plans. It is important to know where they are and how to get to them in an emergency. Discuss what to do in case all family members are not together in an emergency. Having this conversation ahead of time reduces the fear of reaching out to each other.

Summertime also means vacation time. Refrain from posting your vacation on social media. Save your beautiful pictures for when you return. Remember you are posting to friends and their friends and their friends. This information may land in the wrong hands. Also, hold newspapers and mail until your return and recruit a neighbor to watch your home.

Thank you for your business and have a wonderful and safe summer!!! ■

MCCLELLAND, IA

By Kevin Ross

Greetings from SW Iowa! Winter has settled in with its typical vengeance here and another long harvest has been in the books for a bit. The 2014 crop year around here was definitely one that a lot of farmers in our area are glad to see over. There were some exceptions with a few truly record setting yields and those that had damages while insuring with us are financially going to be in good shape also. They did take a whack to the APH though from that great white combine more commonly referred to as our not so good friend named Hail. I guess if you're farming long

enough everyone will get hit by a real bad one sooner or later, even here in Iowa. All that is in the books now and we look forward to a brand new beginning for 2015 and hopefully some unpredicted upward moves in these prices. Here's to a fresh start and thanks for insuring with The Home Agency! ■

BENKELMAN, NE

By Meghann Pursley

Hello all! Spring crop signup has come and gone again and we're gearing up for another crop season. We got a little snow last night which will help the wheat that wasn't already winter killed. I've turned in a lot of claims for winter kill this spring. If the adjuster reports a loss on your wheat and you decide to plant a second crop, remember to report it as such when doing row crop acreage reports. Deadline for acreage reporting is July 15th.

It's been uncharacteristically hot this spring, even more so than the past couple of years. I hope this isn't a sign of what's to come this summer. On the up side, it made for a nice calving season.

I want to thank you all for your business. I look forward to working with you again this year. Don't forget that here at The Home Agency we write all lines of insurance. If you ever want a quote on your home, auto, or pivots please stop by and see me. ■

RUSKIN, NE

By Dave Meyer

As of this writing, April 2nd, another planting season is just around the corner. It has been extremely dry here in south central Nebraska until last night; we were blessed with 1.6" of rain with a 90% chance of more thunderstorms this evening. I certainly hope that everyone gets a good shot of rain before this system moves through.

I also hope everyone has been able to lock in some decent prices for the upcoming crop and can take advantage of any rallies in the market to lock in a profit. Please remember that if you bought a revenue protection plan, you can safely market up to your guaranteed bushel level. If you have any questions about how your revenue plan protects your contracted bushels in both an up or down market, please give me a call at 402.984.9255. ■

BELOIT, KS

By Enos & Jill Grauerholz

Here we are with another dry spring in Kansas. We hope by the time this article is out, we have had substantial rain. Our wheat crop is suffering for the second year in a row. It has been very inconsistent, with one field green and growing and a field next to it, dead or barely there. If you have some wheat you are concerned about, please get it turned in for a loss as soon as possible. We have been turning wheat in since March for winter-kill and drought. It does not hurt to turn in a

claim and end up not having one.

Livestock are still a valuable asset with good prices and uncertainty ahead. We remind you to check out our LRP quotes on our website www.thehomeagency.com. Even with the good prices, we have had some claim checks go out this spring from policies written late last year.

We are looking forward to having Gage home this summer as we have missed him while at K-State. Gannon is still very driven with a good work ethic. Garner is growing up and leaving the little boy behind. Although it's sad to see that time in our lives come to an end, we are blessed to have boys that love to work and help on the farm.

We wish we could promise a wonderful summer and crop growing season so we may all have a bountiful fall harvest. Please do not hesitate to call us anytime with questions or concerns. ■

HOME, KS

By Paula Brown

The Farm Bill election process and spring sales season are behind us and it's finally time to get back to farming. Attending meetings, learning the new terms, options, and programs took up a lot of the winter months. On the crop insurance side, the new yield exclusion worked well for some producers depending on which units they were planting on. With spring's arrival we shift to getting the 2015 row crop in the dirt.

Here at our house, we have a new addition in the form of a bottle calf. My 16-year-old son works for a local producer and was given a rejected calf to raise. He is the cutest thing ever, but doesn't have a name since we've been told it makes it even harder on sale day. The wheat in our area looks pretty spotty so far, with



some producers considering destroying fields and going to a second crop. Lower commodity prices have producers considering their options in order to stay profitable.

Severe weather season has arrived, too. We had a late hail storm in our area last year resulting in some severe losses and unharvestable fields. This year in Kansas we have a greensnap policy with lodging coverage that extends to October 31. Extending to the end of October offers coverage until we typically are done harvesting. I anticipate this coverage being pretty popular this year.

The next crop insurance deadline will be acreage reporting, which is July 15. As soon as I have acres, I can generate marketable bushels on your row crops for those who may want to contract grain. I'd like to thank each of my insureds for their business. If you have any questions about your multi-peril or hail coverage give me a call! ■

KIRWIN, KS
By Rhonda Jones

"April showers, bring May flowers." I certainly hope that comes true. I'm writing this article the first week of April and we had a shower go through. That was the first moisture the area had received in a long time. Very little snow fell over the winter and the wheat really needs a drink. Some winter kill has been showing up in the wheat.

The mild winter was good for calving season. Soon it will be time to haul the cows and their new babies to grass. A Livestock Risk Protection is something to keep in mind to cover those new calves from declining market prices.

The month of May will be a busy one as we will graduate our last child and look forward to the birth of our new grandson.

Bring on the RAIN!! ■

LARNED, KS
By Clark Redding

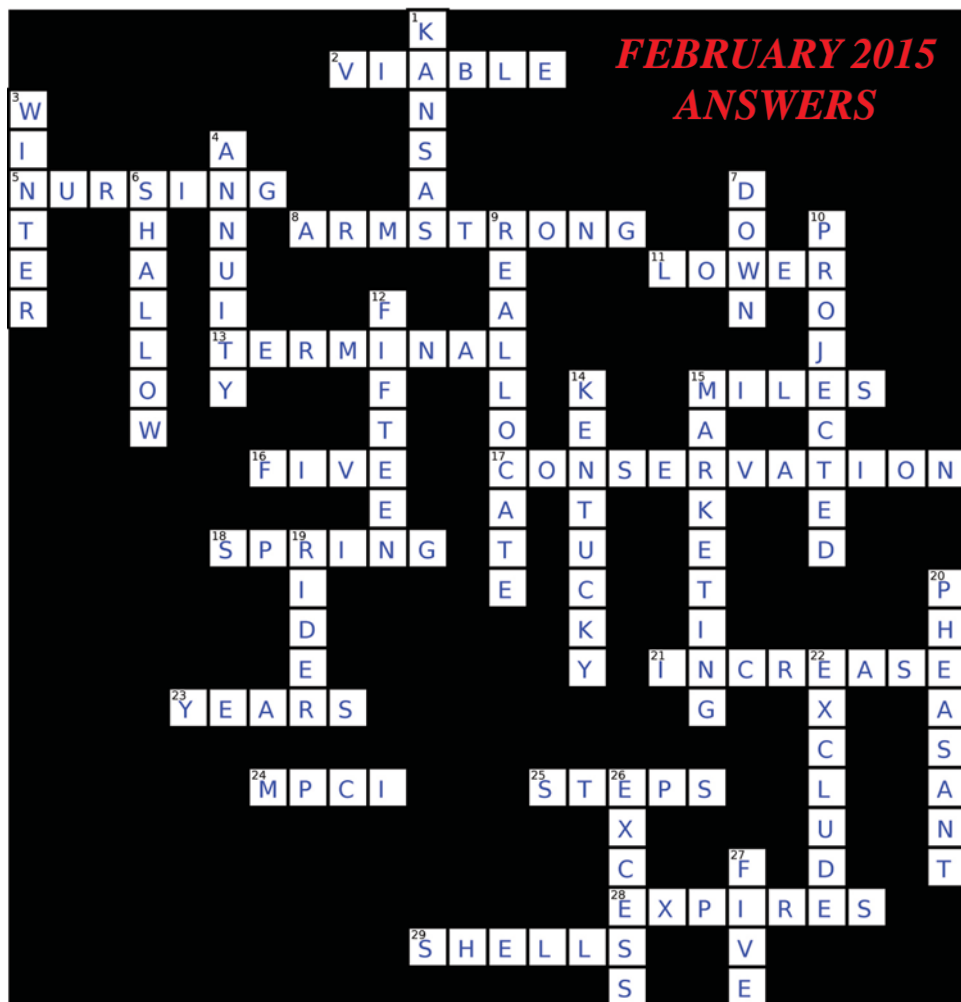
Hello, everyone! It's April 1st and I would like to say it's raining like hell. "April Fools!!" Not happening. Maybe in a day or two. Whatever, we'll take anything here in Kansas. Dry, dry, dry, again as usual. Some day I'm gonna talk about how wet it is, and how we all wish it would quit. Not today though.

Oh, well, back to reality. It's dry folks. Western Kansas wheat is looking tough. I've already had several Kansas clients ask to have losses turned in and have their

wheat looked at in a week or ten days. We were just too dry and too cold at times and the wheat did suffer in some places. We will see if we have some moisture in the month of April and it gives the crop a chance to recover. Who knows?

Eastern Colorado is looking somewhat better than western Kansas. Not a lot of moisture this winter, but some at the right times and certainly more than their neighbors to the east. There will be some wheat that will not make it, but most that I have seen looks OK.

I hope you all have had a great time figuring out what you wanted to do for the Farm Program. Talk about a lot of work for very little reward. They paid some really smart people a lot of money to devise this last Farm Program. Glad they got their money, cuz, my guess is not too many of you will see any. This thing looks like it was designed to not pay anyone. Maybe that's how it's supposed to pay for itself. I wonder... A man who knows about as much as anyone living about farm marketing, finance, and keeping your head above water in these days of high inputs, and low prices said, "1.) You better have a good crop insurance plan, 2.) As good a marketing plan as you can come up with to counter these low prices, and 3.) Watch your expenses and you just might survive. Then he said, "God, I hope I'm wrong about #2." I hope he is, too. ■





COLLECTOR CAR INSURANCE

By Corbett Hahn

Summer is around the corner, so it's time to polish up your 65 convertible and go for a cruise. We insure a lot of collector cars at The Home Agency. One of the great things about my job is getting to see some really cool cars. Collector car owners take a lot of pride in their cars and we do the same by making sure you have the right insurance coverage in place; however, just because your car insurance policy lists your car as a collector or antique, doesn't mean that it is being covered the right way. Let's look at what sets our policies apart.

Many standard insurance policies will allow you to insure your collector car on them. They will usually have a designation of collector car or antique. This designation usually has a special rate and also limits how and how much it can be driven. The big difference is how claims are handled. Most of these vehicles are insured with what's called "Stated Value". Simply put, you are stating the value of the vehicle to the insurance company. Sounds simple enough, right? The problem comes when you have a claim and the vehicle is totaled. The insurance company will estimate the value of the car at the time of the loss and will pay you the **lesser** of the estimated value or your stated value. Let's look at the following example:

EXAMPLE 1: STATED VALUE

Ted insures his 1965 Mustang for a stated value of \$25,000. A year later he totals it. At that time the insurance adjuster comes out and says that the market value of the car at the time of the loss is \$20,000. Ted will receive a check for \$20,000, not the \$25,000 stated value.

Our collector companies insure on an "Agreed Value" basis. This

means that the value of the car is determined up front, rather than at the time of the loss. So let's look at the same example using agreed value.

EXAMPLE 2: AGREED VALUE

Ted insures his 1965 Mustang for an agreed value of \$25,000. A year later he totals it. At that time the insurance adjuster comes out and confirms that the vehicle is totaled. Ted will receive a check for \$25,000.

Our collector companies also include a few things that you won't get on your standard auto policy. These features are:

1. Free spare parts coverage (limit applies)
2. Flatbed roadside assistance
3. Flexible usage, you're not restricted to car shows and parades
4. No annual mileage limits on cars older than 20 years old

The Home Agency writes collectors cars with Berkley Classics, Hagerty, and Condon Skelly. If you're not insured with one of these companies, give us a call and let us show you the difference. ■

Proud to Help Farm Families
Succeed
Since 1902.



Visit www.gothenburgstatebank.com to learn more.

Gothenburg State Bank
Still Pioneering.



MEMBER FDIC

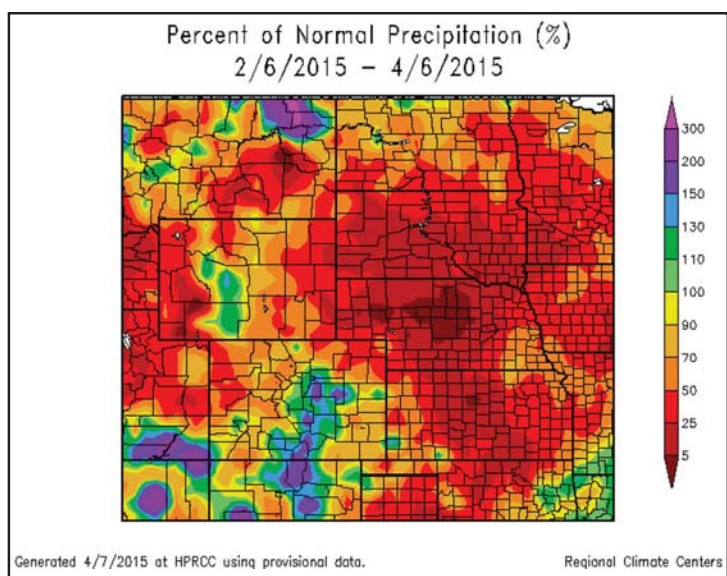
900 Lake Avenue, Gothenburg, NE 69138 | www.gothenburgstatebank.com



WHAT WEATHER RISKS COULD BE COMING THIS SPRING AND SUMMER...

By Brian O'Hearne

In this edition we will be talking about spring and summer weather issues. This winter was very dry in the Plains with little snow cover and most of the rain moving to the east. Conditions have been quite warm with temperatures in Kansas and Nebraska reaching into the 90s in March. The Home Agency team has the tools you need to cover seasonal issues, and the important thing to remember is that using a weather hedge to offset weather risk is an effective way to keep your overall return on investment protected and an essential component of your annual risk management program.

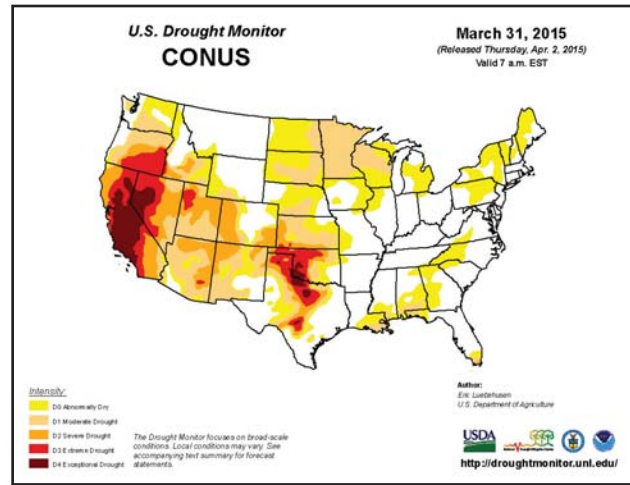
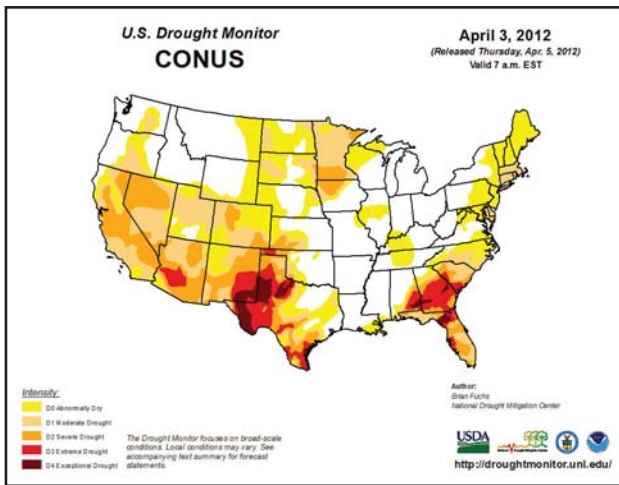


The map to the left is the 60 day Percent of Normal Precipitation from February 6th to April 6th with the darkest red being 5% or less of average precipitation. Parts of Nebraska have been setting driest month readings for precipitation. North Platte, NE recorded only .01" of precipitation in March breaking the record for the driest month of March of .04" set in 1882. Boy that is some record. Remember with drier conditions come hotter daytime high temperatures where pasture, winter wheat, and row crops this summer need moisture. The high temperatures and winds will reinforce themselves with more drought and heat.

To the upper right is a comparison of the Drought Conditions from three years ago to March 31, 2015, (CONUS stands for Continental United States). Everyone remembers how hot and dry the summer of 2012 turned out and those of you who bought heat and/or drought hedges that summer had very good payouts.

Farmers this year are telling us how much current conditions remind them of 2012 and you can see from the departure from normal map above as well as the Drought Monitor that the Plains (other than West Texas) are much drier now than they were even in 2012. With that in mind, heat and drought quotes are what most of our customers are asking about. Coverage has to be in place at least 20 days before the start of your contract. And remember in 2012 rates were going up each week leading into the summer. So the sooner you have your contracts in place the better.

Your agent can pull together a weather risk quote for you that will hedge these upcoming weather issues and any others you might be concerned about. Your Home Agency agent can also give you an idea of what the best type of weather protection might be, and from there you can evaluate risk options for your production cost offset such as extra irrigation expense or lost revenue from reduced yields. They can build summer heat and drought quotes quickly and show you how affordable they are. All you need to do is pick up the phone and give them a call.



WHAT TO EXPECT IN THE FORECAST FOR SPRING AND SUMMER?

The weekly Home Agency WeatherManager has both long range forecast trends as well as short to medium term forecasts that can be very beneficial in your financial decisions. Every week we talk about the weather that is important to your production and give you some ideas on how to hedge adverse weather.

Weather rarely repeats itself from year to year and the relative coolness of last summer can quickly be turned on its head with a hot and dry summer. Feedlots and poultry are also greatly affected by weather; it is not just about crops.

If you haven't received a copy of the WeatherManager, simply go to www.thehomeagency.com and download the most recent one, or call your agent and have them send one to you in the mail. ■

Issue 224
April 9, 2015

THE HOME AGENCY
thehomeagency.com

MP

CI

CH

PLAN

eWeatherRisk

WeatherManager Weekly

Welcome to this week's WeatherManager, your weekly journal for ideas and developments in the weather risk market, brought to you by *eWeatherRisk* and *The Home Agency*.

The lead article talks about the tightness in the grain markets and cost saving measures but warn "If the weather turns foul, say agronomists, corn and soybean yields could drop 20 percent or more if growers skip disease or insect treatments to save money." Consider taking some of that saving into buying a weather hedge. Other articles talk about the expanding drought in the Plains and spreading into the Great Lakes, being too wet down south as well as the warm up west of the Mississippi stressing crops and breaking dormancy early. Drought hedges for pasture and winter wheat are moving into focus as well as too wet at planting hedges still in the Eastern Belt.

Recommendation. Focus should be turning to drought hedges for pasture and winter wheat and then drought and/or heat hedges for summer crops. Protecting against prevented planting this Spring where there is big snow cover and great amounts of ice in the Great Lakes can also be considered but time is running out. Finally, Energy and Water Utilities in the Midwest and down the Mississippi and East should consider buying cool and wet summer hedges. Call for quotes (800) 603-3605.

Mother Nature isn't always helpful to those in the agriculture industry; in fact, sometimes she can be downright cruel. Even though we haven't yet learned how to manage Mother Nature, *The Home Agency*, with the help of *eWeatherRisk*, can help you manage the financial impact of nearly ANY weather condition.

[Send me a quote!](#)

CANCUN

VIP

RESERVATIONS

For Reservations or Information Contact:

Morgan Yardley 210 Smith Ave
myardley@thehomeagency.com PO Box 326
Cell: 402.314.5338 Elwood, NE 68937
Office: 800-245-4241 Fax: 308-785-2560
www.CancunVIPReservations.com

CANCUN VIP TRIP

Hi all! It is time again to be thinking about your warm weather getaway come January. I know it is only May, but we will need to start booking rooms come August because both of these resorts book up fast.

This past January we had a great turnout of 32 people to Cancun Hard Rock and 30 people to Riviera Maya Hard Rock. Well, we want to do it again!

This upcoming January 2016 we have set dates for Cancun Hard Rock from January 4-11, 2016 and Riviera Maya Hard Rock from January 12-19, 2016. The price for 7 nights/8 days for two adults will cost \$2,922.01 total. This includes \$2,000 resort credit, all inclusive stay, and transportation to and from the airport.

If you have any questions please contact me! Thanks!

~Morgan Yardley
myardley@thehomeagency.com



Committed to Your Success!

Ainsworth, NE (888) 493-7430
Broken Bow, NE (888) 403-2138
Crete, NE (888) 627-4117
David City, NE (888) 523-6330
Elkhorn, NE (888) 673-4345
Geneva, NE (888) 728-6992
Gretna, NE (888) 513-3092

McCook, NE (888) 731-0628
North Platte, NE (888) 876-5941
O'Neill, NE (888) 502-0487
Ord, NE (888) 609-7053
Osceola, NE (888) 635-6133
Seward, NE (888) 638-2363
York, NE (888) 609-7051



JOHN DEERE

www.plainsequipmentgroup.com

Customized financing options W.A.C.!



(EL) '12 JD 1770NT Stk#159555, 16R30, flex fold, vac, RC . . . \$92,000



(DC) 2012 JD 1770NT CCS #161896 12R30 Pro Drive, Pneumatic..\$80,000



(OR) 2008 KINZE 3600V #160199 16R30, Finger PU, 1.6 Bu hpr \$49,900



(AI) 2008 JD 1720 #162027 12R30 VAC TRU CNT AIR CLUTCH \$32,995



(MC) 12 CIH MAG 315 Stk#159885, 763 Hrs, PS, guidance ready \$189,500



(OR) 2010 CASE IH MAGNUM 305 #154501, 3297hrs, 305hp . . \$126,150



(NP) 09 CHALLENGER MT765C Stk #153539, 3170 hrs, 18", PS..\$149,000



(EL) 04 CHALLENGER MT765 Stk# 161482, 3960 Hrs, 18", 3pt . . \$109,900



(MC) 13 JD 6140D Stk#155043, 210 Hrs, Syncro, 2scv's, NICE! . . \$64,475



(BB) 14 JD 6150R Stk#160349, 400 Hrs, IVT, Guidance ready. . . \$145,000



(ON) 13 JD 7230R Stk#154534, 120 Hrs, PPS, Guidance-ready . \$185,500



(OS) 04 JD 7920 Stk#160177, 5744 Hrs, IVT, Xenon lighting, 3pt . \$85,000



(CR) 13 JD 8335R Stk#158255, 407 Hrs, LEASE RETURN, PS. . \$258,900



(CR) 14 JD 8320R Stk#159770, 150 Hrs, PS, Guidance-ready. . . \$267,500



(DC) 2013 JD 8360R #157435 833hr 360hp IVT 40 kph w/ Right . \$282,995



(BB) 14 JD 8370R Stk#160343, 450 Hrs, IVT, Prem Cab, Duals. . \$288,000



(YO) 13 JD 9460R Stk#154673, 178 Hrs, PPS, PTO, 5 Hyd, SF1. \$289,900



(MC) 13 JD 9460R Stk#159645, 380 Hrs, 3pt, PS, SF3000. . . . \$295,000



(ON) 14 JD 9560R Stk#160716, 949 Hrs, PS, 5 SCV'S, PTO . . . \$328,500



(ON) 13 JD 9560R Stk#156769, 803 Hrs, 18/6 PS, Hyd Big Pump \$299,000



(ON) 2014 JD 2623 #162269 33' 24" blades, 9" spc, 18" finish. . \$71,500



(NP) DMI 5300 #157859 12R30 NUTRI-TILL-R, rolling basket \$25,500



(AI) 10 CIH 330 TURBO Stk#151778, Single Pt Depth Control . . . \$46,990



(OR) LANDOLL 7430-29 Stk#155340, S/N: 74M0900160 \$39,500

*Eligible Units Qualify for:

- 24 Months Int. Waiver
OR
• 1.9% Fixed for 60 Months



www.plainsequipmentgroup.com

Customized financing options W.A.C.!



(MC) 12 JD 4730 Stk#159672, 600 Hrs, 15', 100' SS Tank, Auto. \$199,995



(MC) 11 JD 4730 Stk#159583, 1275 Hrs, 90' hyd tread adj, 20" \$165,000



(NP) 09 JD 4930 Stk#158730, 2195 Hrs, 120' SS Tank, NICE! \$149,900



(MC) 14 JD 4940 Stk#159836, 406 Hrs, 120' Boom Leveling \$305,000



(OR) 05 JD 9660 STS Stk#158294, 2614 Hrs, 2WD, YM, Touchset \$93,000



(MC) 11 JD 9770 STS Stk#160574, 1233 Hrs, 2WD, Lat Tilt \$178,500



(SE) 14 JD S660 Stk#160685, 275 Hrs, 2WD, YM, Lat Tilt \$288,500



(NP) 13 JD S680 Stk#157311, 486 Hrs, 2WD, Corn/Bean, YM \$319,000



(DC) 11 JD 630F Stk#159041, 30' Flexible, full width fingers \$26,600



(MC) 11 JD 630F Stk#158100, 30' Flexible, full width fingers \$26,600



(BB) 12 JD 635F Stk#155666, 35' Flexible, full width fingers \$30,900



(YO) 2012 JD 640FD #160519 40 ft Flex/Draper \$71,995



(SE) 14 JD 608C Stk#160684, 8R30', No StalkMaster \$53,750



(CR) 14 JD 608C STALKMASTER Stk#159767, 8R30' \$69,900



(MC) 13 JD 612C Stk#158491, 12R30', No StalkMaster \$79,995



(SE) 10 JD 612C Stk#143725, 12R30', StalkMaster, HHS \$38,400



(ON) 12 JD 568 Stk#154623, 11,990 Bales, Mega Wide \$27,500



(DC) 12 JD 568 Stk#157812, Mega Wide, Twine & Surface Wrap \$28,995



(ON) 14 JD 569 Stk#161224, Mega Wide, Twine & Surface Wrap \$34,900



(ON) 14 JD 569 Stk#161225, Mega Wide, Twine & Surface Wrap \$35,500



(OR) 2005 JD 7700 #158158 5,360hrs No PRWD, KP, hi arch spout \$106,000



(NP) 09 JD 7850 Stk#158818, 1703 Hrs, Kernel Processor \$204,500



(OS) 2013 JD 7980 #161531 326hrs PRWD, KP, PRODRIVE \$395,000



(AI) 14 JD 7980 Stk#161025, 343 Hrs, No PRWD, Kernel Processor \$380,000



DISCOUNTED DOLLARS

By Alan E. Kuzma, CLU ChFC

Investment Advisory Services offered through Global Financial Private Capital, LLC

An SEC Registered Investment Advisor

A radio station in Lincoln was airing the “2015 Great Radio Auction”. The hot sellers were \$50 gift cards to a popular local restaurant that were on sale for \$25. This station was offering 50 of these cards, with a maximum purchase of 5. Within minutes the 50 gift cards were gone and the purchasers felt they got a very good deal.

What if I told you the auction is still going on with even better terms and without any limit on the quantity that is being offered for sale? Instead of buying dollars for fifty cents, what if you could buy them for 1-20 cents; how many would you want?

In addition, what if I told you that we would deliver them to you exactly when you need them, no questions asked? And to sweeten the pot, what if we told you we have worked out an agreement with the IRS that you will pay no tax on the dollars we deliver? Still interested?

You might be thinking there has to be a catch. There is.....you must qualify for the dollars and purchase them prior to delivery. In other words, some planning is involved to acquire these dollars.

REAL LIFE STORY

I have clients that live in central Nebraska. Jeff and Karen (of course not their real names) are successful cattle and grain producers. Jeff has been in the business for almost 40 years and in my estimation is forward thinking and inquisitive.



Like many Ag producers he was raised on the farm and it's in his blood. His siblings, however, didn't share his passion and have chosen non-Ag careers.

Jeff's father farmed and was successful at it, but chose to do no planning on how he was going to leave his assets to his three adult children.

Now here is where things get interesting. Money can make people do funny

things. It can also breed greed and hostility.

Jeff is on the farm and would like to acquire his father's ground at his death. His siblings-especially his sister wants cash. According to Jeff, his sister has an inflated estimation of what her portion of the inheritance will be worth. Needless to say, relations between Jeff and his sister are strained. It has gone as far as him telling me that once their father's estate is settled, he really may not care to speak with her again.

Sad that money could drive a wedge between siblings.

Jeff and Karen have three children of their own. All are through college-one chose to come back and farm with Jeff.

It's been said that wise men learn from their mistakes, but wiser men learn from the mistakes of others.

Jeff and Karen haven't reached 60 yet, but feel compelled not to repeat the mistake his father did, so they are doing their estate planning.

Even though they have three parcels of ground, Jeff realizes that leaving one to each is not the answer. The son that is currently farming can't make a go on just one parcel of ground, he needs all three.

So the estate plan of Jeff and Karen leave the ground to their son that is farming, but then how do they make things equal to the two sons that are not farming?

That is where discounted dollars come in.

DOLLARS FOR PENNIES

Jeff and Karen think that life insurance might be the answer here. They can equalize the inheritance for the non-farming sons. So they asked me for my input.

I thought "this is easy-tell me two things-your date of birth and date of death," and I will tell you precisely what your best option is.

Since thankfully we don't know the answer to the second question, we all collaborated on a possible solution.

Both Jeff and Karen have family longevity well into the 80's; Jeff gives me names and ages of his relatives that are living now in their 90's.

In thinking about a possible solution we mutually agreed that a term or "temporary" policy is not the answer-the odds are that Jeff and Karen will outlive the coverage.

We then looked at single life options. Whole life, while a great option was not affordable at \$45-50/annually per thousand; universal life insurance with coverage to age 120 was certainly more affordable at \$15-20/annually per thousand, but the one that we are honing in on is Second to Die Universal Life policy with a

premium of \$12/annually per thousand.

What I have learned in almost 42 years in the financial services business is that there are always pros and cons to any product.

The pro's here are 1) dollars get delivered when they are needed-at the death of second spouse, 2) annual premiums are affordable, and 3) it does what it is supposed to do-equal out the inheritance to the non-farming siblings.

The negatives or the cons of the solution are that the policy doesn't pay out till the second death so it may be 35-40 years till the policy pays out.

THE MORALE OF THE STORY

If you have a situation like Jeff and Karen, where you can envision that you will need dollars delivered at a particular time and place keep an open mind and consider if life insurance might fit the bill.

After all.....you're buying dollars for pennies; how many do you want?

If you have questions or would like additional information, please contact the good folks at The Home Agency or feel free to contact me at 402-438-4200.

Thank you for your time and attention. ■



KUZMA FINANCIAL SERVICES

Established 1973

Financial-Planning • Consulting
Estate Planning • Insurance
Insurance-Senior Products
Retirement Planning Service

ALAN E. KUZMA, CLU ChFC

829 Mulder Drive
Lincoln, NE 68510
Ph: 402-438-4200
800-383-9982
Fa: 402-438-4207
alan@kuzmafinancialservices.com

*Investment Advisory Services offered through Global Financial
Capital LLC, an SEC Registered Investment Advisor*

Spring Favorites

Strawberry Pretzel Salad

From: Sharri Baldonado

Crust Ingredients:

2 cups crushed pretzels (not too fine)

$\frac{1}{2}$ cup sugar

$\frac{3}{4}$ cup butter, softened

$\frac{1}{4}$ cup coarsely chopped pecans

Mix pretzels, sugar, butter, and pecans together. Press mixture lightly into a greased 9x13 pan. Bake for 10 minutes in a 350° oven. Set aside to cool.

Topping Ingredients:

1 (8 oz.) cream cheese

1 scant cup sugar

1 (8 oz.) tub of Cool Whip

1 (6 oz.) box of strawberry Jell-O



2 cups boiling water

1 pound fresh strawberries, sliced or 2 (10 oz.) packages of frozen strawberries

Combine cream cheese, sugar, and Cool Whip. Spread over the crust and chill. Dissolve Jell-O in boiling water. Add strawberries and chill until 75% set. Pour over cream cheese mixture and refrigerate overnight. Enjoy!

Spring has sprung and the fresh produce is becoming abundant! Strawberries are a sweet treat every year and this is a delicious way to use them in a salad that feeds a large crew!



Placemat Finished Size: 12 1/2" x 16 1/2"

Cutting: To Make 1 Placemat

Assorted Prints: (1 Mini-Charm Pack)

OR (36) 2 1/2" squares

Accent Strip: (2 1/2" strip)

(2) 2 1/2" x 16 1/2" rectangles

Binding: (1/6 yard)

(2) 2 1/2" strips

Backing: 1 Fat Quarter (At least 15" x 19")

Rick Rack or Other Trim: 3/4 yard

To Make 4 Placemats, you'll need:

4 Mini-Charm Packs

Accent Strip: 1/3 yard

Binding: 5/8 yard

Backing: 7/8 yard

Rick Rack: 3 yards

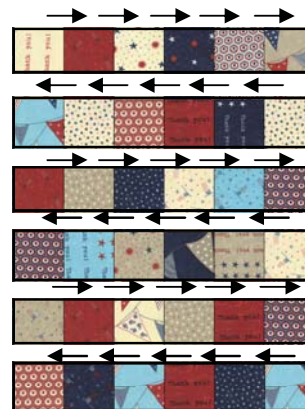
Made in the Shade Placemats

Construction: All seam allowances are 1/4"

Directions are for ONE placemat.

Placemat Center:

1. Arrange (36) 2 1/2" squares into 6 rows of 6 squares each.
2. Sew squares into rows. Press seams in opposite direction for each row. This will allow the seams to nest together.
3. Sew rows together.
4. Center should measure 12 1/2" x 12 1/2".
5. Sew a 2 1/2" x 16 1/2" strip to each side of the center unit.
6. Add any additional trims as desired. A strip of rick-rack sewn along the seam between the center and the accent strip would add a punch of color to the placemat.
7. Layer mat, batting, and backing. Quilt as desired. Bind using the 2 1/2" strips.



© Prairie Point Junction Quilt Shop, 2015

124 East 8th * Box 184 * Cozad * NE * 69130 * 308-784-2010

www.prairiepointjunction.com prairiepointjunction@yahoo.com

Crossword Puzzle

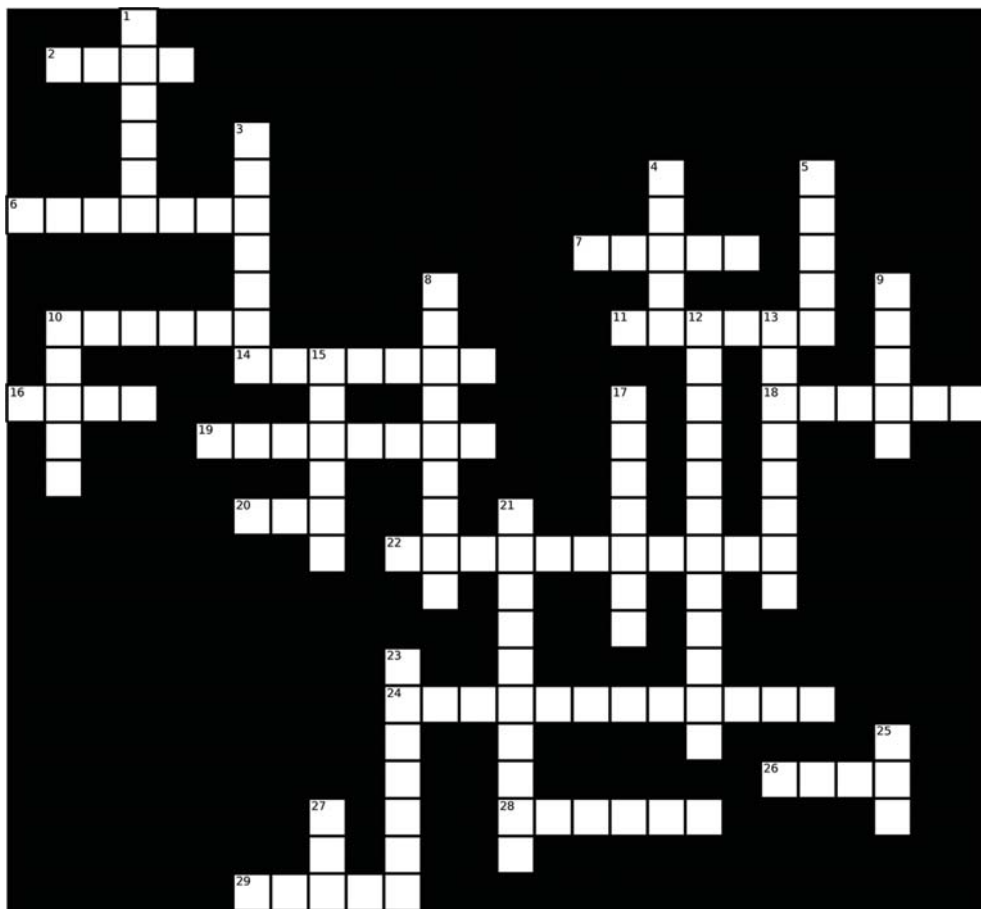
Please enjoy this crossword puzzle. You will find every answer somewhere in this magazine. The correct answers will be in the next issue.

ACROSS

- 2 The 2015 row crop acreage reporting deadline for NE, KS, IA, CO, and SD is ____ 15th.
- 6 One item you must have on your boat when out on the lake is a ____ or a bell.
- 7 Some exciting family news for Jim is that his daughter Sara is expecting ____.
- 10 Last year was one of the worst years ever for wind losses to ____.
- 11 Parts of Nebraska have been setting ____ month readings for precipitation.
- 14 Some more exciting family news for Jim is that his daughter Megan got ____ to Andrew Bellamy in March.
- 16 When thinking about estate planning for families, "discounted dollars" or ____ insurance may be a way to make things equal between farming and non-farming children.
- 18 ____ can be insured on a stand-alone policy without supporting farm insurance through The Home Agency.
- 19 Anyone operating a motorboat or personal watercraft in Nebraska must be at least ____ years of age.
- 20 The Home Agency can insure pivots on a stand-alone policy no matter what their ____.
- 22 Most home insurance policies contain a provision requiring the limit of insurance to be equal to or great than 80% of the ____ cost of the home to pay for the full cost of the damage.
- 24 This year was the 22nd year that The Home Agency put on ____ dinners for their customers.
- 26 ____ has a "0" deductible wind policy that you can add to your hail policy.
- 28 When insuring a collector car, insuring it for an ____ value would mean there wouldn't be any surprises at claim time.
- 29 ____ has a 5% qualifier wind policy that you can add to your hail policy.

DOWN

- 1 This winter was very dry in the ____ with little snow cover and most of the rain moving to the east.
- 3 If you are using your 4-wheeler to go from field to field and have to cross a public roadway, you should make sure you are covered on your insurance policy for off-____ use.
- 4 This year's weather is shaping up to be ____ than 2012.
- 5 Due to the mild winter and lack of moisture, there will likely be a



large number of ____ claims early this spring.

- 8 If you will be in a ____ planting situation this spring, be sure to contact your agent within 72 hours after the final planting date for the crop in your county.
- 9 Livestock Risk Protection is one of the risk management tools that can be used as a price ____ for cattle producers.
- 10 If you need to replant acres, contact your agent ____ to replanting.
- 12 Don't forget to include home ____ when figuring out the value of your home!
- 13 A new option this year with crop insurance is ____ coverage levels for irrigated and non-irrigated acres.
- 15 A fun activity to do as a family this summer is to plant a ____.
- 17 Late last fall were the ____ levels of LRP coverage that The Home Agency has ever written.
- 21 Most standard home insurance policies can be modified to cover losses to property caused by ____ surge.
- 23 Another fun activity to do as a family this summer is to go ____.
- 25 As part of the Conservation Compliance included in the 2014 Farm Bill, all persons seeking a USDA program benefit must complete, sign, and file form AD-1026 with the ____ on or before June 1, 2015.
- 27 In 2012, the big seller for eWeather contracts was ____ Much Heat. ■

ADDRESS SERVICE REQUESTED

*Photo on the front cover was taken by Sara Ross.
Design and layout of The Home Agency Magazine is by Sara Ross.*

The U.S. Department of Agriculture (USDA) prohibits discrimination against its customers, employees, and applicants for employment on the bases of race, color, national origin, age, disability, sex, gender identity, religion, reprisal, and where applicable, political beliefs, marital status, familial or parental status, sexual orientation, or all or part of an individual's income is derived from any public assistance program, or protected genetic information in employment or in any program or activity conducted or funded by the Department. (Not all prohibited bases will apply to all programs and/or employment activities.)

Office Locations

NEBRASKA LOCATIONS

Elwood

210 Smith Avenue, PO Box 326
Elwood, NE 68937
800-245-4241 · 308-785-2803

Gothenburg

515 10th Street, PO Box 387
Gothenburg, NE 69138
888-537-3511 · 308-537-3511

Brady

120 North Main
Brady, NE 69123
888-537-3511 · 308-584-3044

Benkelman

619 Chief Street, PO Box 567
Benkelman, NE 69021
800-245-4241 · 308-423-2400

Ruskin

1123 Road 4900
Ruskin, NE 68974
800-245-4241 · 402-984-9255

Broken Bow

800-245-4241 · 308-785-2803

IOWA LOCATION

McClelland

91 Main Street
McClelland, IA 51548
712-566-3603 · 402-740-5624

KANSAS LOCATIONS

Beloit

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

Larned

519 West 4th, PO Box 121
Larned, KS 67550
800-245-4241 · 620-285-5872

Kirwin

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

Home

1662 Limestone Road
Home, KS 66438
785-927-0191

COLORADO LOCATIONS

Kirk

2883 County Road M
Kirk, CO 80824
866-449-0641 · 719-349-0611

Stratton

128 Colorado Avenue,
PO Box 165
Stratton, CO 80836
866-449-0641 · 719-348-5356

Yuma

201 South Main Street
Yuma, CO 80759
866-449-0641 · 719-349-0611