

THE

HOME AGENCY

MAGAZINE

President's Thoughts

Livestock Risk Protection

P&C

FARM REVIEWS ARE NEEDED
NOW MORE THAN EVER

Employee Spotlight

BEN RAND

Finance

POTENTIAL TAX STORM



FIND YOUR SPACE

COMMERCIAL PROPERTY FOR SALE



**WAREHOUSE.
STORE FRONT.
WORKSPACE.**

320 W 8th St, Cozad
\$179,000



**VACANT LOT.
GREAT LOCATION.**

118 W 5th St, Lexington
\$41,900



**OFFICE SPACE.
GARAGE.
WORKSHOP.**

702 N Adams, Lexington
\$245,000



**TURNKEY.
RETAIL.
COMMERCIAL.**

2105 Plum Creek Pkwy, Lexington
\$750,000



**BUSINESS.
BUILDING.
TURNKEY.**

112 E Railroad St, Eustis
\$550,000



**RENTAL INCOME.
GREAT LOCATION.**

705 N Adams, Lexington
\$160,000

308-324-5581

www.bharealestate.com



709 E Pacific St. Lexington, NE



CONTENTS

The Home Agency Magazine

- 3 President's Thoughts
- 5 Crop Insurance Update
- 8 Keeping Your Cattle Operation Profitable in 2021 and Beyond

- 11 Photos from our clients!
- 13 Farm Reviews Needed Now More Than Ever
- 14 Employee Spotlight - Ben Rand

- 15 Regional News
- 17 Finance: Potential Tax Storm
- 19 Weather & Crop Yield Protection Programs

- 20 Baldonado Personals





PRESIDENT'S THOUGHTS

FROM THE DESK OF
JIM BALDONADO

Greetings,

Boy, things can change quickly in the farming and ranching world! I'm looking at the base prices set in February compared to where we are today-- plus \$1.00 or so on corn and \$2.00 on soybeans as of the close of CBOT on Friday July 2nd. We have to look back to 2011, 2012, and 2013 to see the prices we have today.

It's years like this year I'm thankful I'm sitting on this side of the desk and my producers are across on the other side. I'm looking at The Home Agency website and watching the markets--corn down 40 cents, soybeans down 70 cents--that would drive me nuts. Our website shows the same thing on cattle (the same page as the corn and soybeans) showing live cattle down .70 to .92 but feeder cattle up \$1.75 to \$2.25. How you farmers and ranchers handle these markets is beyond me, but keep it up. You're the best in the world at doing it!

The chart to the right shows year base and harvest prices dating back to 2009; any guesses on where 2021 harvest price will fall in? It sure would be nice to stay in the \$5.00 range or higher on corn and \$13 on soybeans or higher, but who knows, it's anyone's guess.

For those of you that have cattle, visit with us about LRP (Livestock Risk Protection). A number of changes over the last year have made LRP very attractive and worth your time to look into it.

Finally, I'd like to draw your attention to a couple of highlights to look at later in the magazine. We have a new employee in Elwood, Ben Rand. Ben and his family moved to Elwood in July. The next time you're in the office, please find Ben and introduce yourself to him. He is a very interesting young man and I am very happy to have him on our team. Also, take a look at a recent family vacation Sharri and I took over Father's Day with our three grown daughters. I love to fish and one of my favorite places to do so is in Alaska. The article is on the last page of our magazine.

Pray for rain (no hail!), and stay safe!

2009 -2020 Crop Prices

<u>Corn</u>	<u>Volatility Factor</u>	<u>% of Change in Volatility Factor from prior yr</u>	<u>Base Price</u>	<u>% of Change in Base Price from prior yr</u>	<u>Harvest Price</u>
2009 (RA)	0.37		\$ 4.04	-25.19%	\$ 3.90
2010 (RA)	0.28	-24.32%	\$ 3.99	-1.24%	\$ 5.52
2011	0.29	3.57%	\$ 6.01	50.63%	\$ 6.32
2012	0.22	-24.14%	\$ 5.68	-5.49%	\$ 7.50
2013	0.20	-9.09%	\$ 5.65	-0.53%	\$ 4.39
2014	0.19	-5.00%	\$ 4.62	-18.23%	\$ 3.49
2015	0.21	10.53%	\$ 4.15	-10.17%	\$ 3.83
2016	0.17	-19.05%	\$ 3.86	-6.99%	\$ 3.49
2017	0.19	11.76%	\$ 3.96	2.59%	\$ 3.49
2018	0.15	-21.05%	\$ 3.96	0.00%	\$ 3.68
2019	0.15	0.00%	\$ 4.00	1.01%	\$ 3.90
2020	0.15	0.00%	\$ 3.88	-3.00%	\$ 3.99
2021	0.24	60.00%	\$ 4.58	18.04%	
<u>Soybeans</u>					
2009 (RA)	0.31		\$ 8.80	-34.13%	\$ 9.66
2010 (RA)	0.20	-35.48%	\$ 9.23	4.89%	\$ 11.63
2011	0.23	15.00%	\$ 13.49	46.15%	\$ 12.14
2012	0.18	-21.74%	\$ 12.55	-6.97%	\$ 15.39
2013	0.17	-5.56%	\$ 12.87	2.55%	\$ 12.87
2014	0.13	-23.53%	\$ 11.36	-11.73%	\$ 9.65
2015	0.16	23.08%	\$ 9.73	-14.35%	\$ 8.91
2016	0.12	-25.00%	\$ 8.85	-9.04%	\$ 9.75
2017	0.16	33.33%	\$ 10.19	15.14%	\$ 9.75
2018	0.14	-12.50%	\$ 10.16	-0.29%	\$ 8.60
2019	0.12	-14.29%	\$ 9.54	-6.10%	\$ 9.25
2020	0.12	0.00%	\$ 9.17	-3.88%	\$ 10.55
2021	0.19	58.33%	\$ 11.87	29.44%	

CROP INSURANCE UPDATE

CINDY DAVIS

The U.S. started opening more doors this spring, and communities once again began welcoming their residents and visitors, after a very long year of fighting Covid-19. For the most part, in early spring, businesses, schools, churches and most organizations began their trek back to “normal” routines. For the farmers and ranchers, there wasn’t much change in their normal routines, they did whatever had to be done, day after day; as they do year after year. The crops had to be planted and livestock cared for. Thankfully, the 2021 row crop planting season didn’t see any major weather-related disasters this spring in the Central Plains. We did get a couple timely showers that may have delayed planting a bit for some producers, and others waited as the ground wasn’t quite at ideal temperatures early spring. Those a bit further south worried as the drought monitor started showing its bright colors, moving from west to east. It’s mid-June at the time of writing and the crops are looking good. We did receive some rather strong storms the last couple evenings with more in the forecast. Unfortunately, along with them came the wind and hail. Many areas of the Central Plains received light to moderate damage. These storms are common in our area in the summers though, and this is yet another reason I am thankful for the coverage we help get in place for many producers.

2021 Wheat Harvest

I’m hopeful that wheat harvest went well for everyone. Before long we will start the 2022 crop year and be thinking about drilling next year’s wheat crop, so if you haven’t already done so, your agent is in need of your 2021 wheat production. They will need to update your databases with the ’21 production to get you the most accurate quotes possible for the next year. Another quick reminder, when reporting production to your agent, they will also need the record type. This was an RMA requirement put in place a couple years ago. Some of the most common types are: production sold/commercial storage, farm stored – measured by the producer, automated yield monitoring systems, farm stored – measured by an authorized representative of the company, live-stock feeding records, claim for indemnity, appraisals in non-loss situations, as well as a couple other types. Below are the 2021 projected wheat prices, as well as tracking dates for the harvest prices.

2021 Winter Wheat Prices and Harvest Tracking Dates

State	Projected Price - Yield Protection (YP) and Revenue Protection (RP)	Harvest Price Tracking Dates Revenue Protection (RP)
NE, CO	\$4.98	Sept. KCBOT July 1 - July 31
KS	\$4.90	\$6.21
IA	\$5.60	Sept. CBOT July 1 - July 31

2022 Winter Wheat

Before we talk about the row crop harvest coming up, let's focus on the next deadline for crop insurance. The Sales Closing Deadline for 2022 Winter Wheat will be September 30th, 2021. All changes, new policies and cancellations need to be completed prior to this date. The crop insurance industry seems to be ever changing, and your policy is too important to your farming operation to omit any imperative options or endorsements! Let your agent help you with all the details. Below are a few more reminders and helpful hints to keep in mind when you meet with your agent:

- Be sure to verify all social security numbers (SSN's) and EIN's on your policy. Also, it is very important to let your agent know if your entity has changed. Have you incorporated or formed an LLC? Has someone on the policy passed away? Has a marriage or divorce occurred? Maybe you have set up a trust and your policy should be changed to the trust name.
- Review your plan of insurance with your agent as well as your coverage level and options – there are so many options!
- Do you have a policy in place for every county you will have wheat and intend to insure it? If you are thinking about purchasing ground in another county, be sure to let your agent know.
- If you are aware of any High-Risk Ground or think there could be high risk land in your operation, be sure to ask about other options for this land. Premiums in high-risk land could be rated much higher.
- If you plan on breaking out any new ground, it is very important to let your agent know prior to the Sales Closing Deadline. This ground may not be insurable unless a request is sent in to the company. Native Sod that is broke out has some very strict rules and, in some cases, could only be insured at a decreased yield for 4 years.
- If you will be insuring for a landlord or tenant on your policy, this also needs to be disclosed at Sales Closing Deadline.
- If you need coverage for hay land or pasture, now is the time to discuss this with your agent as well. PRF (Pasture, Rangeland, and Forage) policies are available in most counties.

Once again, the deadline for 2022 Winter Wheat is September 30th, 2021. Be sure to get in and visit with your agent about your coverage before this deadline – this is the time to get all your questions answered, your policy reviewed, and to have peace of mind that your coverage is the best it can be, customized to your farming operation.

2021 Row Crop Harvest

Before long, all thoughts will be on bringing in the row crop harvest. The fields and farmsteads will be buzzing with activity and the combines and trucks will be on the move. We wish you all a safe harvest! Below are some reminders to keep in mind as you get ready for harvest:

- If you still have last year's grain stored in bins, it is very important to call your agent and get an adjuster out to measure the old crop. New crop grain should not be stored in the same location until this is done.
- Never destroy a crop until you have called your agent and an adjuster has given consent to do so. This could not only jeopardize a loss, but could also have a very negative impact on your approved production history – APH.
- The same holds true if you will be chopping silage. Let your

agent know as soon as possible to give the adjuster time to contact you and get the acres appraised, if necessary.

- Keep your production separate by unit, even if you have elected Enterprise Units (EU) on the crop/practice. Commingling grain could be very detrimental and even take you completely out of a loss.
- Mark your scale tickets by unit number and/or legal location, and keep track of any grain that is being fed. This will make for a quicker claim and/or audit process.
- Production Hail policies with losses on them cannot be finalized until production is turned in. It is very important, if you have a production hail policy, to keep your production separate by field or pivot, also.
- If you use precision farming techniques to report production, make sure you have your calibration report complete and ready for your agent and adjusters. According to the Loss Adjustment Manual (LAM), insureds must have calibrated the yield monitoring system at the beginning of harvest for each insured crop and crop year, in accordance with the operator's manual specifications. (This includes yield monitoring systems capable of self-calibrating). The sensor calibrations must not exceed three percent (3%) when compared to the actual weighed production harvested from the acreage used to calibrate the sensor, or be continued until results are within tolerance.
- Be sure to get your losses turned in timely. Don't wait until

Continued on page 7...

KRVN GOES PLATINUM

ENTER TO WIN A 2020 RAM 3500



WITH A NEW
HILLSBORO
TRUCK BED

KRVN
880 Rural Radio

River
KRVN FM 93.1

GET DETAILS AT KRVN.COM

the end of harvest to report a loss to your agent. The policy provisions are very clear about loss reporting. The provisions state that in the event of damage or loss it is the insured's duty to give us notification within 72 hours of the initial discovery of damage, but not later than 15 days after the end of the insurance period. For most crops the end of the insurance period is the earlier of: 1) harvest of the crop 2) destruction of the crop or 3) the calendar date for the end of insurance as listed in the Crop Provisions. Don't wait until the end of harvest to turn losses in.

- Report your production to your agent as soon as possible, after harvest is complete.

The Projected Prices for the 2021 row crops were set back in February for the Yield Protection (YP) and Revenue Protection (RP) plans. They are shown in the chart to the right, along with the tracking dates for the Harvest Prices for the Revenue Protection plan.

The last couple years have been full of changes and additions in crop insurance due to the 2018 Farm Bill, and the USDA Covid-19 relief programs. I've gone over most of these programs in the past, but if you have any questions, don't hesitate to reach out to us, we are always here to help! Have a safe harvest!

Don't judge each day by the harvest you reap,
but by the seeds that you plant.

-Robert Louis Stevenson-

2021 Row Crop Prices and Harvest Price Tracking Dates

Crop	States	Projected Price Set - Yield Protection and Revenue Protection	Harvest Price Tracking Dates - Revenue Protection
Corn	NE, KS, IA, CO	\$4.58	Dec. Corn CBOT Oct. 1 - Oct. 31
Grain Sorghum	NE, KS, IA, CO	\$4.40	*Dec. Corn CBOT Oct. 1 - Oct. 31
Soybeans	NE, KS, IA, CO	\$11.87	Nov. Sbean CBOT Oct.1 - Oct. 31
Multiplied by the price percentage relationship between grain sorghum and corn as determined by RMA			



**H
A
W
K
I
N
S**



CULTIMAX™

TAKE WEEDS OUT THE
OLD-FASHIONED WAY

- WITH -

COLD, HARD STEEL

|

HAWKINSAG.COM



KEEPING YOUR CATTLE OPERATION PROFITABLE IN 2021 AND BEYOND

ARLYN RIEKER

As we enter the heat of the summer, the pairs and yearlings are out to grass and we are hoping Mother Nature will assist us with some timely rains to extend grazing. Mentioning rain, some producers have written “lack of precipitation” weather contracts in the event it doesn’t rain, but they would much rather have the rain than collect on the weather contract.

In the recent past there have been many changes to LRP, and I want to make you aware of the major changes to Livestock Risk Protection (LRP) for feeder and fed cattle.

- Premium subsidies have increased resulting in lower premiums.
- The premium subsidy has increased from 25%-35% in the 95-100% coverage levels which accounts for less out of pocket cost to insure your animals, in addition to less cost to the producer for the same coverage price. This is a great change to the LRP policy. (The premium subsidy in the past was 13%, then 20%, 25% and currently 35%.)
- Expanded the 30-day requirement to 60 days before the contract end date to sell your calves without voiding your coverage: if you sell your cattle more than 60 days prior to your LRP contract ending date, your coverage will be voided. Also, just a reminder, this is not a mortality policy.
- Unborn calves can now be covered up to 599#.
- Increase in the total number of head that can be covered annually to 12,000 head for feeders and fed cattle.
- Premiums are not due until the month following the end of the endorsement.

These are some really nice changes which have made the policy more producer friendly and affordable for the cattlemen.

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. With the uncertainty and volatility in the markets, LRP is a risk management tool to aid livestock producers on their bottom line.

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. The quotes change daily with different coverage prices, levels offered, and the premiums and are available at 3:30 pm CST each trading day. 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?” The answer to both of these questions is no. It doesn’t matter what they weighed on sale day, what you sell your cattle for or even if you retain ownership (feeder cattle); 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.

One requirement for an LRP producer to qualify for the subsidy is they must file an AD-1026 form with Farm Service Agency (FSA) and comply with conservation compliance requirements. If applicable, insureds may receive a one-time exception to this requirement by signing a certification statement on the Conservation Compliance – First Time Farmer Certification form.

Currently we are writing coverages for the calves ranging from 800-900# for early fall into next spring and light weights coming off grass this fall. These coverages range from \$178.20 on the 599# steers and \$162 for the 800-900# steers. One type of cattle gaining interest is the LRP coverage for the fed cattle; these insurable weights range from 1,000 to 1,400#.

If you have any questions about the new changes to the LRP program and putting a price floor on your cattle, give me a call and I will be glad to discuss the coverages available to you.

FREEDOM[®]

PRICING TOOLS

EXPERTISE YOU CAN TRUST

As markets become more volatile, a sound strategy is essential for continued success. Our portfolio of pricing tools helps take the emotion out of grain marketing.

We invite you to review our programs, contact a Merchant at The Andersons, and together we can craft a customized plan to meet your risk management needs.



For more information,
visit AndersonsGrain.com/Freedom

NEW! PRECISION AG
CONNECTION WITH
THE JOHN DEERE
OPERATIONS
CENTER



WE'VE GOT THIS.

Building on our precision ag capabilities, RCIS is now connected with the John Deere Operations Center through John Deere's API services. This expanded service enables farmers to electronically connect their field data to our systems for a more seamless, accurate and secure crop insurance reporting experience.

Find out more. Talk to your Home Agency crop insurance agent today!

RCIS is a registered trade name of Rural Community Insurance Company. RCIS is an equal opportunity provider. © 2021 Rural Community Insurance Company. All rights reserved.

Relationships Matter



PARTNER WITH SOMEONE YOU TRUST

Our team has the background and experience you should expect from your lender. We are committed to long-term relationships, giving our customers the satisfaction of knowing they can count on us year after year. Give us a call and let us help you with all your ag lending needs.

Gothenburg • Brady • Ansley
flatwater.bank | P: 888-537-7181



**FLATWATER
BANK**

Make-A-Wish®
NEBRASKA
AN EVENING OF WISHES

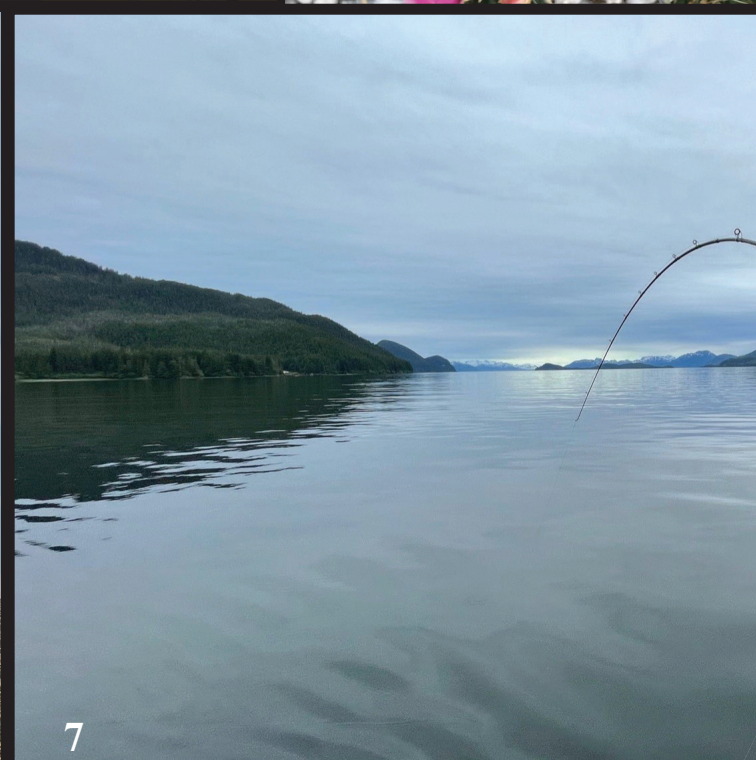


PRESENTED BY
**THE HOME
AGENCY**
JIM & SHARRI BALDONADO FAMILY

IS ESSENTIAL

AUGUST 19, 2021

For ticket and sponsorship information, please visit
wish.org/nebraska or call (308) 234-6612



1. Zack Janus
 2, 9 Sharri Baldonado
 3, 5, 10 Diane O'Donnell
 4. Jacey Edson
 6. Megan Bellamy
 7. Sara Ross
 8, 11. Patty Bean





FARM REVIEWS ARE NEEDED NOW MORE THAN EVER

CORBETT HAHN

What happens when you have a year and a half long pandemic that disrupts the global supply chain and creates huge inventory shortages of raw materials needed for all kinds of products, at the same time the federal government floods the economy with trillions of dollars? If you said inflation, you are correct. We are seeing prices of everything go up right now, if you can even get it. If you've driven by a new car dealer's lot recently, you've probably noticed new cars and trucks are hard to come by. That has caused the prices of used vehicles and equipment to go way up. The old economic principal of supply and demand, yes, it is actually true. That is why I say we need to do farm reviews now more than ever.

Annual farm reviews are always a good idea. Usually, I say it's because we want to make sure we have everything on the policy and that we aren't missing an item you may have purchased and forgotten to add. Also, in the past, I like to go through the machinery list and make sure we are lowering values on items due to depreciation. Insurance is expensive and we never want to have someone paying more for coverage than they actually need or will receive when they have a loss. However, this year the reason is totally different. I am worried about items not being insured to value. Think about all the items you insure on your farm policy and ask yourself, "if that were lost, what would it cost me to get another one right now"?

Here is a list of items. Think about what you have them insured at versus the current value:

- Corn – The corn in your bins is probably insured at \$3.00- \$4.00 based on the last few years. It's looking like you'll need to increase that to cover your 2021 harvest.
- Livestock – If you insure your livestock, it's a good idea to review their values every year.
- Farm Machinery – The cost of used farm equipment has gone up due to inflation and a shortage of new equipment.
- Pivots- Steel prices continue to rise. We are seeing a sharp increase in pivot prices.
- Home & Building Values – The cost of lumber and building materials is up as much as 300%. Even though many of our older farm buildings are insured at an actual cash value basis, the cost to repair them will be much higher than it was just a couple of years ago.

We know your time is valuable and it's often hard to find time to sit down and do a farm review. However, most reviews take less than an hour and that hour could be worth quite a bit at the time of a loss.





EMPLOYEE SPOTLIGHT

BEN RAND

INSURANCE AGENT | ELWOOD, NE

Ben joined our team in May of this year and we are so thrilled he did. He has the needed experience in insurance and also the agriculture industry as a whole. The timing was right for us at The Home Agency to hire someone new and it also was the right time for the whole Rand family! Be sure to stop in and introduce yourself or just say “Hi”. We would love to see you in the Elwood office!

Ben Rand comes to us from the Blair, NE/Missouri Valley, IA area. He has been a crop insurance agent since 2014, however in recent years has been a grain marketing advisor, broker, and merchant for Cargill. Prior to his role in agriculture, he served in the US Army Department of Defense Intelligence Corps as a certified linguist and interrogator. He is classically trained in Arabic, Dari and Farsi and completed multiple tours overseas with various Special Mission Units (SMU).

During his tenure in the military, he served with the 75th Ranger Regiment, 5th Special Forces Group, 7th Special Forces Group, the United States Special Operations Command, and the Joint Special Operations Command, completing multiple tours in various theaters on several continents between 2005 and 2012. Starting as a line interrogator, Ben worked his way through the ranks and was selected above all his peers to fill the role of Senior Interrogator for a Special Missions Unit, not once-but twice, in two separate theaters. Ben was published in the Military Intelligence Corps Association periodical for his work on Combatting Piracy in the Horn of Africa Area of Operation. He established the first ever secure data transmission network to seamlessly transmit releasable intelligence to supporting conventional line units. Ben closed his military career with an assignment working alongside the Department of Homeland Security and Customs and Border Patrol, supervising a team on the southwest border of the United States. Most notably during his time in the military he was awarded numerous Bronze Stars and the Knowlton Award for his work both stateside and abroad. The Knowlton Award is a lifetime achievement award that recognizes individuals who have contributed significantly to the promotion of Army Military Intelligence in ways that stand out in the eyes of the recipients, their superiors, subordinates and peers.

Ben comes from a producer background, growing up in the Beatrice, NE area. He is married to Lindsey Rand and has two children, Noah (13) and Noelle (12). They will be relocating to Elwood, NE, however Ben will continue to service clients in Eastern NE and Western IA. Due to his time with Cargill, Ben has unique insights to grain production, marketing, risk management, and merchandising. He bought yellow corn and yellow soybeans into Iowa Falls, IA; Sioux Falls, IA; Blair, NE; Ord, NE; Albion, NE, and O’Neill, NE; as well as numerous end-users throughout the western corn belt. Ben and Kevin Ross have a history of not only being former competitors in western Iowa, but also working together with clients and sharing insight in the tumultuous marketing cycles we have faced over the course of the last 36 months.

Ben enjoys the outdoors and spends his weekends with his kids hunting, fishing or riding dirt bikes. He also has been an avid Harley Davidson rider. He has built, ridden, and raced Harleys for 15+ years.

Ben is licensed in Crop, Property, Casualty, Personal Lines, Commercial Lines, Life, and Health in Iowa, Nebraska, South Dakota, and Kansas and is committed to servicing clients with solid risk management through the implementation of robust insurance plans.

REGIONAL NEWS

Hear from our
agents in your area!

Dave Meyer

Ruskin, NE

It's June 25th as of this writing and man what a difference a couple of weeks makes. In the early/middle part of June the crops in my neck of the woods (south central Nebraska) just didn't look very good. All of a sudden that has changed; they have great color and right now it looks like it could be another really good crop year. We could definitely use a good soaking rain for the dryland crops. Some of the fields that have lighter soil are starting to look a little rough. With the higher grain prices, it should be a very profitable year.

I hope everyone has an enjoyable and safe summer.

Meghann Pursley

Benkelman, NE

As I'm writing this article, wheat harvest is in full swing. It's been a little tricky with the rain, but we'll take it. The markets are about as volatile as the tornados that swept through a few weeks ago. I was surprised we didn't have more wind damage as a result, just some fence damage and accompanying hail here and there. I hope you were able to sell and market some grain during the incline.

It was great talking to you all during spring acreage reporting. The main thing to focus on now is getting that production in for claims if you haven't already. I hope you have a great end to your summer and we'll see you soon for wheat sign-up, due September 30th.

As always, we appreciate your business!

Andrew Bellamy

Ansley, NE

Even with the rise in the markets, central Nebraska cannot seem to buy a little rain. At the time of this writing, we are getting very dry. What a difference an inch would make -- I'm praying for it! Keep in mind when reading this in August, if things are still or starting to look really dry, grain fire coverage is really cheap. So, call us if you would like the peace of mind that a couple hundred of dollars of grain fire would bring.

I hope everyone's families are doing great and enjoying the summer so far. I know we have been making a lot more time to spend together at the lake where Maverick enjoys showing off his swimming skills, and his confidence has rubbed off on his little brother Lincoln, whose favorite place recently has also been the water! That added confidence isn't only for the water but also for climbing, running, tackling, and jabbering! Megan has been staying busy with stenography and running around central Nebraska taking depositions. We both have had a terrible time getting the garden planted timely, but hopefully we will have some produce, even if it is just a little bit later.

With harvest approaching before the next article, I want to wish everyone a safe and prosperous harvest. As always, thank you for your business. Let me know if there is anything I can do for you in the future.

Enos & Jill Grauerholz

Beloit, KS

It's August and time to think about kids getting back to school, getting back in a routine, and hoping the fall harvest is going to be a good one. Have we got enough moisture? We have had a crazy summer as all three of our sons have moved to new living locations! (Moving is overrated!) We are so happy to have them in their new homes. Garner will be starting at Kansas State in Agri Business. I cannot believe we are "empty nesters".

We are looking forward to a great fall harvest this year, and hope we can take advantage of these good prices. Be sure to use your crop insurance as a tool to market your grain. Let us know if we can help you!

Rhonda Jones

Kirwin, KS

Hello from North Central Kansas! It is June 25th as I write and the 2021 wheat harvest is just getting started. The wheat looks really good with the potential for some high yields. Spring planting was a challenge with heavy rains that fell just as corn planting got started. The spigot shut off mid-May and the crops could sure use a drink. Thunderstorms are predicted for the area this evening.

The county fair is coming up and with that comes practicing for foods. Friends, family, and the local banks looked forward to this time of year with my kids because they got to be the taste testers! Now I get to share this experience with my grandkids. Gardening was also a project they enrolled in. Zucchini

was plentiful so almost every year a food was judged made from zucchini. I'm going to share Zucchini Cupcakes frosted with caramel frosting that won Vincent a purple ribbon.

A tear in the meniscus of my right knee slowed me down for a few weeks in June. Thankfully only 20 percent was removed and I won't be looking at a knee replacement in the future. Enjoy your summer!

ZUCCHINI CUPCAKES

- 4 eggs
- 2c sugar
- 1c vegetable oil
- 2 1/2 c flour
- 1 1/2 t ground cinnamon
- 1/2 t baking powder
- 1/2 t baking soda
- 1 t salt
- 2 c shredded zucchini

CARAMEL FROSTING

- 1 c packed brown sugar
- 1/2 c butter
- 1/4 c 2% milk
- 1 t vanilla extract
- 1 1/2 - 2 c powdered sugar

In a mixing bowl, combine flour, sugar, cinnamon, salt, baking powder, and baking soda. Combine oil and eggs; add to dry ingredients and mix well. Add zucchini; stir until thoroughly combined.

Fill paper-lined muffin cups two-thirds full. Bake at 350 degrees for 20-25 minutes or until toothpick inserted near the center comes out clean. Cool for 10 minutes before removing to a wire rack.

For frosting, combine the brown sugar, butter, and milk in a saucepan. Bring to a boil over medium heat; cook and stir for 2 minutes or until thickened. Remove from the heat; stir in vanilla. Cool

to lukewarm.

Gradually beat in the powdered sugar until frosting reaches spreading consistency. Frost cupcakes.

Vincent Jones
Agra Trailblazers

Clark Redding, *Larned, KS*

As I write this, Kansas wheat harvest is in full swing in Pawnee County, Kansas and the weather is holding out so far. Farmers are starting early and cutting well into the evening. Most are claiming exceptional yields, or at least better than the average.

One of my clients shared with me that he had cut some 100+ bushel wheat, and claims he hasn't cut his best wheat yet. He made me promise not to tell anyone his name. I will let him do that at the coffee shop sometime in the future, and you know he will. I asked him how much he has sold so far. He thought he had about 60% sold, but with the yields, it is more like 45%. Let's hope everyone took advantage of the revenue guarantees to price some wheat ahead of harvest. Not a bad situation to be in this year. With the yields and the markets, 2021 is shaping up to be something else on the farm.

Northeast Colorado is still looking good. Wheat harvest is a week or two away, and the wheat looks good, maybe even great in some areas. There have been limited hail events so far. Things are shaping up to be way above average; however, out here, things can change for the worse in a heartbeat. So, let's all keep our fingers and toes crossed until it's all in the bin. Then we can relax.

Kevin & Sara Ross *McClelland, IA*

Greetings to all Home Agency clients! The news/crop report from Southwest Iowa is probably some of the best in quite some time. As I write this article, we have survived the early heat and made it to some very good rains over the last couple weeks or so. The area certainly showed a fair amount of stress prior to the rain and cool off, but overall things look very good from river bottom to hill-top. We're clearly not out of the woods and there have been some nasty storms not too far away with some hail, but for the most part we have stayed away from the extreme wind and flooding.

Prices continue to hold strong with tight supplies and high demand for grains. We closed out with one of the best calving seasons ever on our own farm as well, so that is a nice bonus. Keep doing the rain dance folks, hopefully you all had enough moisture early on to activate the herbicides well. Tassel looks to not be far away as I write this, so like all of you, we will weigh the fungicide options for what best suits the conditions and crop. Best of luck for profitable yields and strong markets to continue throughout this year!



THE POTENTIAL TAX STORM

AL KUZMA

It is June, normally one of the stormiest months in Nebraska. Specifically, as I write this it is Sunday June 27, and it has been a little stormy in Lincoln this week. We have had two nights of severe weather warnings; Friday, Bill Moos abruptly resigned as Nebraska's Athletic Director and North Carolina State was unceremoniously bounced from the College World Series due to Covid protocol. But all those may pale in comparison to the Potential Tax Storm brewing.

Let Me Explain

President Trump signed the Jobs Act and Tax Cut Bill in 2017 effectively ushering in the broadest overhaul of the tax code in three decades. In short, it lowered corporate and individual tax rates. These lower tax rates are due to "sunset" on December 31, 2025.

Since the Jobs Act and Tax Cuts 2017, the Federal Government has added 4 trillion dollars to our National Debt which is now at \$28,400,000,000,000 and rising. If you want something to blow your mind, go to usdebtclock.org. It is like standing by a gas pump watching the numbers flash by. Essentially, every man, woman, and child in the US owes approximately \$85,500 to repay our national debt.

So how big is a trillion dollars? If you spent one million dollars per hour-it would take you 114 years to spend one trillion dollars. And at some time in the future, this national debt will need to be paid back! Since governments do not produce products or sell services their only source of revenue is taxes.

So, you tell me.... when January 1, 2026, dawns will income tax rates be the same? Lower? Higher? Most people feel higher-count me in on that.

The Impact on You

There will be several. One of the first ones that comes to mind impacts your retirement accounts. For most Americans, their largest single wealth holding is in either an IRA, 401k, 403b or something similar. This money has yet to be taxed. The question you must ask yourself is, do I have the power to choose at what rate it will be taxed? The answer is you very well may. If you have money in an IRA, absolutely. If you are over 59 1/2 and have money in a 401k, most likely. If you can say yes to the IRA and over 59 1/2 then knowing what I know, I would look very closely at implementing a Roth conversion. What is a Roth conversion? Quite simply, you pay the income taxes on the pre-tax money now and then when you take it out the principal and growth on the principal is income tax free. I understand that no one likes paying taxes, but the reality is, that is the deal you agreed to by putting money in an IRA, 401k or 403b.

To access your situation, you initially need to do two things: 1) get a Tax Diversification Assessment-this will tell you which of your assets is subject to future taxes and 2) get an Asset Conversion Review-this will tell you what the cost of paying the taxes on your pretax accounts will be now rather than later.

Currently, you have a five-year window to pay the taxes due on these accounts at a lower rate. You need to be proactive. Please reach out to the good folks at The Home Agency for your Tax Diversification Assessment and the Asset Conversion Review-these are completely free and oh so very valuable! Or you can also contact me at 402-438-4200, I will also run these reports free of charge.

Other Things to Watch Out For

President Biden has a wish list. Income taxes are not the only thing on the list he would also like to change.

Step Up in Basis-currently if you inherit property the current value becomes your "basis". For example, let's say that you inherit land which your parents purchased at \$1,000/acre. At the time you inherit the land the value is \$6,000/acre. Then you sell it at \$6,200/acre you will only need to pay capital gains tax on the \$200/acre. If the Administration gets its wish, you inherit the \$1,000/acre basis and if you sell then you pay taxes on \$5,200/acre. Big, big difference.

Personal Estate Tax Exemption-currently any citizen can leave to their heirs \$11.7 million without any Federal Estate Tax due. To put in perspective, let us say farm ground in selling for \$6,000/acre. Currently, an individual can pass on to their heirs 3 sections without paying Uncle Sam for Federal Estate Tax. Double that amount for a couple. President Biden would like to change that to 1 section per individual or 2 per couple with the over tax at probably 35%. Keep an eye on this one!

1031 Real Estate Exchanges-currently if you sell real estate and are facing capital gains tax you have 45 days to identify a similar property to reinvest your proceeds into and 180 days to close. The Biden Administration would like to make major changes to this strategy. For you real estate investors, watch this one closely.

Capital Gains Tax-currently if you sell an asset and have long term capital gains, the top tax bracket is 20%. For example, if you sell real estate and have a \$500,000 gain you will most likely owe 20% of the profits or \$100,000. If President

Biden gets his wish, then the top capital gains rate could be 39.6% which would effectively double the tax on the gain.

Be Proactive....

Like Benjamin Franklin said, the only two things that are certain in life are death and taxes. It appears taxes may soon be impacted. You have a five-year window to do what's best for your situation.

Storm clouds are gathering! Please call the good folks at The Home Agency or me to get the facts.



Alan E. Kuzma, CLU ChFC,
of Kuzma Financial Services (established 1973)
focuses on financial-planning, consulting, estate
planning, insurance, insurance-senior products,
and retirement planning service.

1630 S. 70th St., Lincoln, NE 68506

Ph: 402.438.4200 | 800.383.9982 | Fax: 402.438.4207

alan@kuzmafinancialservices.com

Investment Advisory Services offered through Capital Markets IQ,
an SEC Registered Investment Advisor



2021 WEATHER OUTLOOK & CROP YIELD PROTECTION PROGRAMS

BRIAN O'HEARNE

This edition, we remind folks of the collaboration between The Home Agency and Arbol which acquired the team and technology from The Home Agency's long time weather partner, eWeatherRisk, last February. Together The Home Agency and Arbol have the leading tools to protect you from adverse weather.

2021 has been very dry for a good part of the Corn Belt and almost everywhere west of the Mississippi. The latest US Seasonal Drought Outlook issued June 17th and valid through September 30, 2021 shows drought persisting in brown or developing in yellow for a good portion of The Home Agency's territory. The latest long lead precipitation outlook for September, October, and November shows the Plains and West as below to much below normal.

Arbol and The Home Agency are experts in minimizing risk for your crops along with livestock. Rainfall guarantees to complement your PRF as well as to help your winter wheat are recommended with this forecast. Standard drought protections in addition to excess heat hedges that were so successful in 2012 are available through your Home Agency Agent!

This Fall, Arbol and The Home Agency are excited to launch yield guarantees for winter wheat and next year add-on coverage for corn and soybeans.

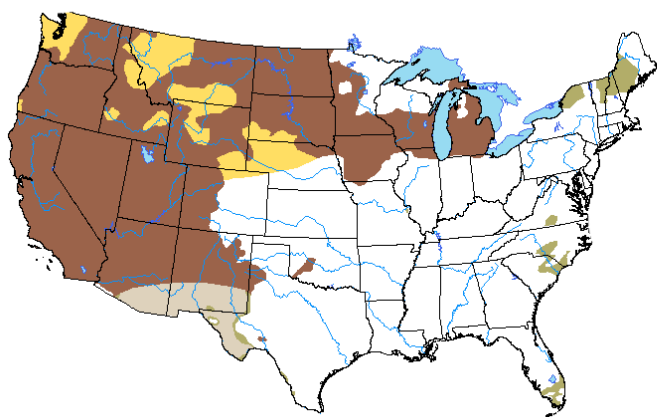
With these new programs, The Home Agency team has the tools you need to cover seasonal issues. Using a weather or yield hedge to offset your risk is a great way to keep your overall return on investment protected and help you market your crops when prices are at their highest early in the season when there is the greatest weather uncertainty.

Arbol's programs are simple and objective:

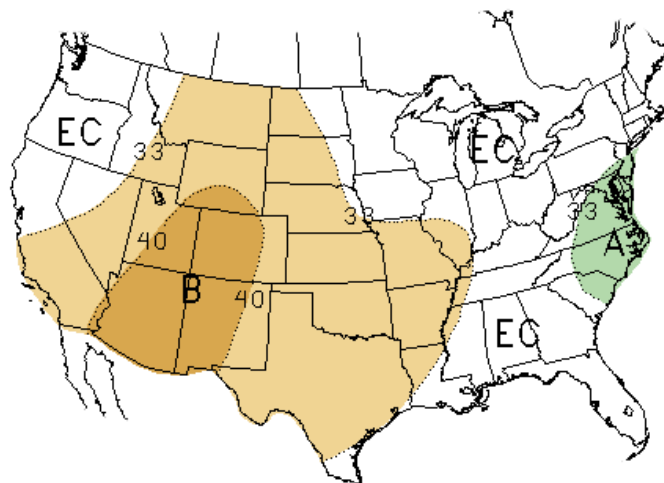
- Choose the acres, pick your coverage period, and elect your dollars of coverage
- Get paid when the weather event happens-no proof of loss, no claims process, and timely payments

Contact your Home Agency agent for more information and a quote for any weather or yield risk you are concerned with.

US Seasonal Drought Outlook



Long Lead Precipitation



BALDONADO PERSONALS

LET'S GO FISHING!

As we all get older, we look forward to the days we get to spend with our kids and grandkids. No matter how much time that is, it never seems to be enough.

This past Father's Day, I was lucky enough to spend five solid days fishing with my three daughters—Sara, Morgan, and Megan. My wife, Sharri, also joined us. We went to one of the best fishing resorts in the world, Tanaku Lodge in Elfin Cove, Alaska. This marks my 30th year going to the lodge. I have been through two sets of owners, and it just gets better and better every year!

The girls were up there with me five years ago. For Sharri, it's been 7-8 years ago. However, until this trip, all five of us had not been there together. During our trip, I had a number of compliments from mostly guys at the Lodge saying "You're a lucky man, my daughters would never do this." No one has to tell me how lucky I am, I already know it.

This year we caught king salmon, halibut, ling cod, coho salmon, and black rockfish. Sara even hooked into a dall's porpoise—when we looked it up, we found out it can reach speeds up to 34 MPH! I'm sure it hit that speed as it was going away from us...FAST! Sara was hanging on with both hands as the line was being ripped from her reel. Needless to say, we broke the line and found a new lure.

This year turned out to be extra special because we got fogged in. We had to stay two extra days as the float plane couldn't come to the lodge. We ended up taking a ferry, which took three hours, to Juneau so we could fly home from there.

From the deck hand and the captain (on any of their six boats), to all the staff in the lodge and the owners of the lodge, they are all on board to make sure your stay is unforgettable, and it always is. The owners Jim and Dennis and their families have been personal friends of our family since 1995. Now that we are all getting older, their kids are starting to run the business, and doing an excellent job of it!

I am putting together a trip for next July, the 21st through the 27th, for anyone that would like to go. The lodge can hold 24 people with two beds per room, and at least one room with three beds. They always put four people per boat and sometimes five if the guests request. You fly in and out on a float plane from Juneau, and bring home all the fish you catch. This year we brought home 350 pounds of fish!

You will need to pay for your fishing trip, airfare, float plane, and at least one night's lodging in Juneau. The staff cleans all your fish, vacuum seals it, and boxes it up for your trip home. We have always gotten home with our fish frozen. So, if you have any interest in going, please let me know! You can go as an individual, or bring whoever you want, but we are limited to 24 max. I already have a list of 8-10 that are interested, so booking 24 will not be a problem. Reach out to me at jbaldonado@thehome-agency.com, or text me at 308-325-0398. It will be a fishing trip you will never forget.

Jim







NEBRASKA

ELWOOD

210 SMITH AVENUE, 68937
800.245.4241 | 308.785.2803

GOTHENBURG

515 10TH STREET, 69138
888.537.3511 | 308.537.3511

BRADY

120 NORTH MAIN, 69123
888.537.3511 | 308.584.3044

BENKELMAN

619 CHIEF STREET, 69021
800.245.4241 | 308.423.2400

RUSKIN

1123 ROAD 4900, 68974
800.245.4241 | 402.984.9255

ANSLEY

615 MAIN STREET, 68814
800.245.4241 | 308.325.7105

BROKEN BOW

800.245.4241

LOUP CITY

609 'O' STREET, 68853
402.525.5249

BERTRAND

406 MINOR AVE, 68927
308.474.8044 | 308.991.1906

LOOMIS

307 COMMERCIAL ST, 68958
308.991.1906

COZAD

307 COMMERCIAL ST, 68958
308.991.1906

COLORADO

KIRK

2883 COUNTY ROAD M, 80824
620.285.5872 | 970.362.4214

STRATTON

128 COLORADO AVENUE, 80836
620.285.5872 | 719.348.5356

KANSAS

BELOIT

3873 K ROAD, 67420
785.738.7106 | 785.738.7107

LARNED

519 WEST 4TH, 67550
800.245.4241 | 620.285.5872

KIRWIN

1934 EAST 1100 ROAD, 67644
800.245.4241 | 785.543.7104

IOWA

MCCLELLAND

91 MAIN STREET, 51548
402.740.8986 | 402.740.5624



PRSRT STD
US POSTAGE
PAID
ELWOOD, NE
68937
PERMIT NO. 92

ADDRESS SERVICE REQUESTED

MANAGING EDITOR & GRAPHIC DESIGNER

Jacey Edson

COVER PHOTOGRAPHY

Sharri Baldonado



THEHOMEAGENCY.COM
VISIT FOR A TASTE OF WHAT'S ON OUR OFFICIAL WEBSITE
PRODUCTS | COMMODITY MARKETS | STOCK MARKETS | WEATHER

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.)