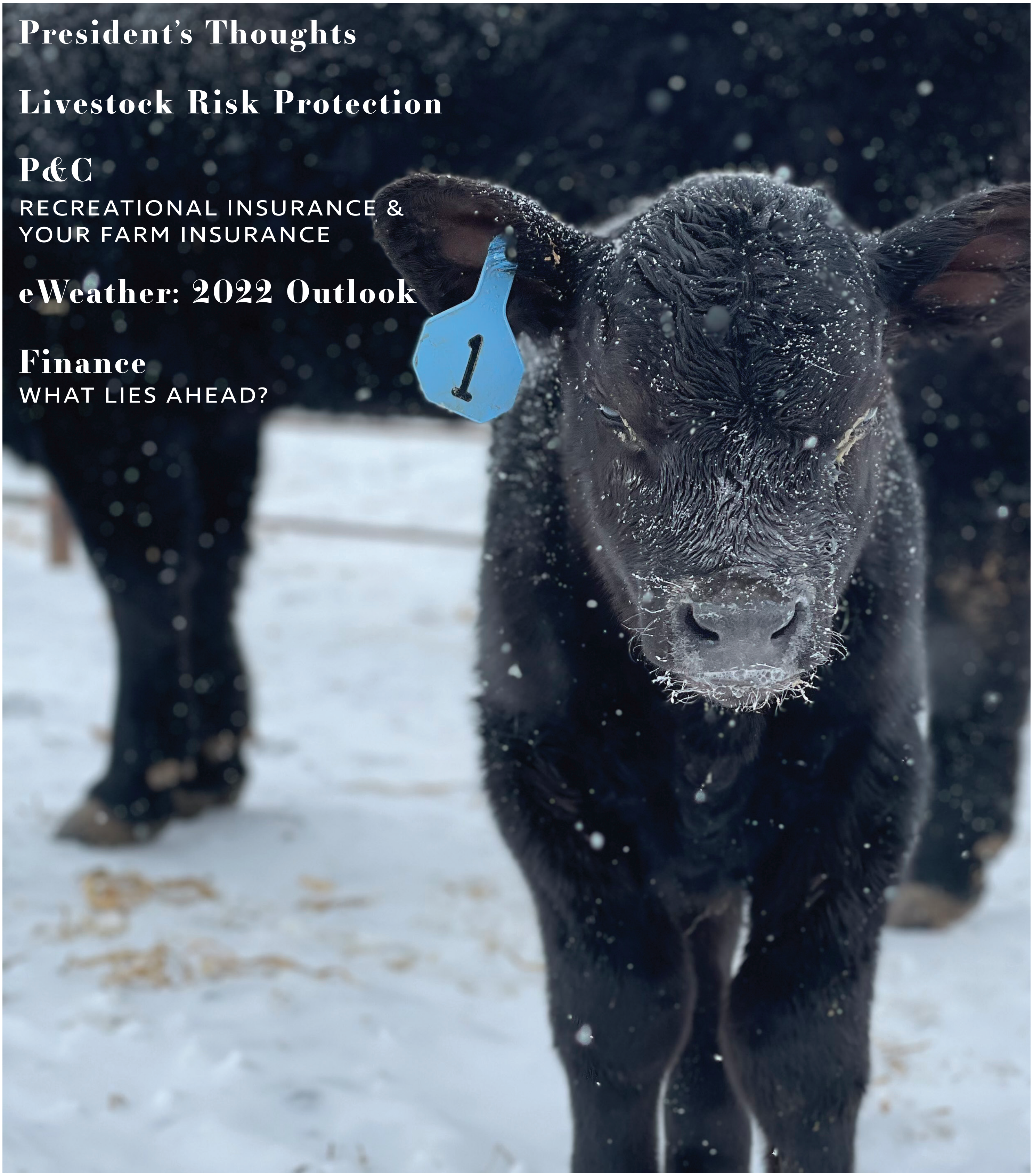
THE
HOME AGENCY
MAGAZINE



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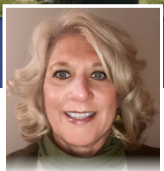

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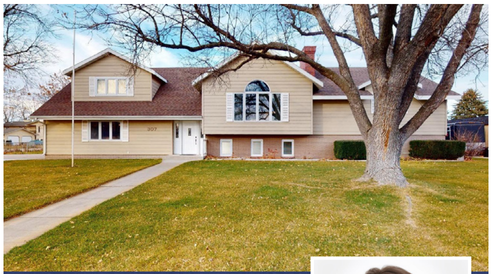

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PRESIDENT'S THOUGHTS

FROM THE DESK OF JIM BALDONADO

Greetings,

I sure hope all are staying healthy these days. I don't know what to think or do; I want to do all the things we used to do before 2020. I remember the days when we were always on your farm whenever we could. I remember traveling to four different states in January, February, and March, and Sharri would fix prime rib for all of our great customers. Boy, I wish we could get back to those days.

It doesn't look like this spring will be any different than the last two, as we will not be having our prime rib again this year; however, it is very important that we meet face-to-face on your spring renewals for multi-peril and hail.

We also have found our producers like getting their multi-peril and hail done simultaneously. I think it makes it more convenient for everyone, but know that if you need to make any changes in your hail policy, you can do so up until the end of May (99% of the time no one does).

Over the last couple of years, we have been promoting the new/old companion plans called Comp75/Comp80. We had these plans 10-15 years ago, but most wanted a production hail plan. Well, times have changed and most are buying the companion plans as they get paid within weeks of the hail or wind events vs. waiting until you harvest to see if you have a loss or not.

We really saw the companions pay better than the production plans this past year as we had very good growing conditions, and most grew themselves out of a 5-15% early hail storm on production plans. You cannot do that with companion plans.

With it being so dry in some areas, a product we have sold over the years is APO, Added Price Option. It is a great option. Whatever the base price comes in on corn, soybeans, and milo, you can add another 33.3% of that price at the 75% MP Level, 25% at the 80% MP Level, and 17.6% at the 85% MP level. This price will be paid to you on your loss of guaranteed bushels on an optional unit basis even though you have enterprise on your multi-peril policy. This is something you really need to look at if you have a number of dryland acres.

With commodity prices where they are and expenses going through the roof, we at The Home Agency are here to help in any way we can. Cutting back your coverage is not the answer; in fact, some are looking at ways to get more coverage to just cover expenses. Any questions you may have, please give me a call.

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ADDED PRICE OPTION (APO)
CORN - SOYBEANS - MILO
JIM BALDONADO

Here's a quick lesson on how APO works. Let's use the projected base prices below for Corn.

- If you are at 75% level Multi-Peril and the base price comes in at $5.50 at the end of February, you could add an extra $1.83 to the base price. You would be paid an additional $1.83 over and above your Multi-Peril payment for each bushel below your guaranteed bushels.

Projected Base Price (PBP)			
	Corn	Soybeans	Milo
MP Level	5.50 PBP	12.70 PBP	5.23 PBP
75-33.3	1.83	4.23	1.74
80-25.0	1.38	3.18	1.31
85-17.6	.97	2.24	.92

- If the price goes up at harvest time and the harvest price comes in at $6.00 and you had a bushel loss, you would be paid the $1.83 on top of the $6.00.

- APO pays on optional units even though your Multi-Peril is paying on enterprise units.

If you want to discuss more about the possiblity of applying APO in your farming operation, just give us a call at The Home Agency!

CROP INSURANCE UPDATE

CINDY DAVIS

It's the end of December as I write this article for the February 2022 release. The end of the year usually means reflection, reviews, and of course year-end bookwork and budgeting. Looking back, the 2021 crop year turned out to be a pretty good one in the Midwest. Compared to the last two crop years, it was a calm one. Thankfully, no natural disasters or derecho's during the crop year. We did have several summer storms come through, and with them, came the hail; and of course, the drought monitor tried to show its ugly self again causing some dryland losses. I shouldn't forget the late October winds. Every year it seems we get big winds just around the end of the wind endorsements' coverage period, and the 2021 crop year was no different. It was a very "typical" crop year and we are thankful for that, and for the crop insurance program that supplies the risk management for our producers, year in and year out! I mentioned earlier that we had no natural disasters during the crop year, but I'd be amiss, if I didn't mention the mid-December wildfires in Kansas. On December 15, 2021, fires, sparked by high winds and drought conditions, tore through more than 160,000 acres in the counties of Russell, Ellis, Osborne, and Rooks. Two people were killed in the fires and there was devasting loss of property and livestock, not to mention thousands of acres of pastures burned. Our hearts go out to everyone dealing with losses from these wildfires. On December 28, 2021, the USDA came out with disaster assistance to Kansas farmers and ranchers impacted by the wildfires and drought. Those affected are asked to contact their local USDA service centers.

2021 Row Crop Production

Speaking of bookwork and the end of the year, your agent is in need of your production records as soon as possible, if you have not already turned them in. Once your APH data bases are updated, your agent can provide accurate quotes for the upcoming 2022 crop year. Below you will find the chart showing where the 2021 Harvest Prices were set for row crops.

2021 Row Crop Prices

Crop	States	Projected Price Set - Yield Protection and Revenue Protection	Harvest Price Revenue Protection (RP)
Corn	NE, KS, IA, CO	$4.58	$5.37
Grain Sorghum	NE, KS, IA, CO	$4.40	$5.16
Soybeans	NE, KS, IA, CO	$11.87	$12.30

2022 Sales Closing Deadline – Row Crops

We hope you all enjoyed the holidays and found time to relax toward the end of the year. The new year brings our next crop insurance deadline, and one of the busiest for us at The Home Agency. The Sales Closing Deadline (SCD) for the 2022 Row Crops will be March 15th, 2022. This is the deadline for all changes to your existing row crop policy, including coverage changes, entity changes, transfers or even cancellations. It is also the deadline to write new row crop policies and some of the supplemental coverages. Many producers take advantage of this time and put their hail coverages in place also, providing themselves peace of mind before storm season, but also knowing that changes can be made to hail policies up until mid-to-late May, or the first of May for wheat in Kansas (assuming no damage has occurred prior to that date). On the next page are some of the newer MPCI optional endorsements/ coverages available to review with your agent.

- Beginning Farmer / Rancher (BFR) and Veteran Farmer / Rancher (VFR) – these endorsements have become increasingly popular for new farmers, and include many benefits that can be applied over a 5-year period for those who qualify. Beginning with the 2021 row crop season, RMA implemented new procedures, allowing participants with farming experience to use Actual Production History (APH) of the previous producer, with permission, on newly acquired land. Previously, the APH could only be used if the beginning or veteran farmer or rancher was involved on the specific acreage acquired.
- Multi-County Enterprise Unit Endorsement: This pilot endorsement could be useful for producers who have small amounts of acreage in a county contiguous to their primary county, and want to incorporate those acres into an enterprise unit. The contiguous counties must be in the same state and both counties must be insured with the same Approved Insurance Provider. To qualify for a MCEU, one county must individually qualify for the EU election the producer chooses, and the other county does not. In addition, both county crop policies must have the same elections for: MCEU, insurance plan, coverage level, by irrigation practice, if applicable; and enterprise unit by practice.
- Coverage for White Corn and Waxy Specialty Corn, in some states/counties, at a more favorable contract price. See your agent for details – must be elected by SCD.

It is always a good idea to review your policy for some of the basics as well. RMA continues to data mine for policy errors, and the sooner we get corrections made, the better. If errors are found after the deadline, we may not be able to correct them for the current crop year, and this could prove detrimental to your coverage! Take the time to sit down with your agent prior to the deadline and review the following reminders as well:

- Make sure you have a policy for every county you need coverage in, and you have all the crops on the policy you want to insure! If you have acquired new ground or intend to, a new application may be needed prior to Sales Closing Deadline.
- Verify all the information on your policy...coverage plans, coverage levels, and options. Also, double check the entity name, and EIN for the primary insured and all the people listed under that entity.
- Has there been an entity change? (A recent marriage or divorce, a new trust or partnership set up, has someone on the policy passed away.) If an entity, such as a corporation, partnership, or joint venture has had someone pass away, the crop companies may require legal documentation to verify whether or not the entity lawfully continues.
- Trend Adjustment (TA) – although this is not a new option, it could prove very beneficial to your yields. The TA option adjusts yields in qualifying databases to reflect increases in yields through time in the county. If you haven't already looked at this option, it would definitely be one to look at with your agent if it is available for your county/crops/practices. This option must be elected by Sales Closing as well.
- In addition to TA, there are many options available for row crops. Yield Adjustment (YA), Yield Exclusion (YE), Yield Cup (YC), contract pricing, and seed corn endorsements to name just a few. Check your policy and visit with your agent to make sure your coverage is optimized.
- Have you broken out new ground or Native Sod? If so, a written agreement may be needed to request coverage on this acreage. These requests are also due by Sales Closing Deadline. Native Sod acreage comes with very strict regulations. It would be a good idea to check with your agent before you break Native Sod acreage to go over the rules and coverage available. In some cases, there is a significant decrease in coverage for up to four years and also a loss of premium subsidy.
- Do you want to insure by practice or with separate enterprise units? Separate Enterprise Units for Irrigated and Non-Irrigated acreage (if qualified) and separate coverage levels for Irrigated and Non-Irrigated acreage may be available in your county.
- Are you an organic producer? There is coverage available in most areas for organic crops. Let your agent know if you will be farming organically. Your agent will also need, on the date your acres are reported, a current organic plan, a written organic certificate, or documentation from a certifying agency indicating an organic plan is in place.
- Contract Pricing is available in certain counties for certain specialty crops and also for some organic crops. Ask your agent about this option if you are considering a contract price for some of these types of crops.
- If you will be using Precision Farming techniques in your farming operation, be sure to check with your agent for the crop insurance rules regarding this method of reporting. There are a number of requirements that must be met with Precision Farming, and they begin with planting.
- Conservation Compliance was among many of the changes added with the 2014 Farm Bill, and still proves to be a bit of a nuisance. All producers should have an AD1026 on file with FSA. For some of you, this is nothing new, but where we run into issues with crop insurance is with new farmers. If someone new begins farming they will need to have the AD1026 on file with FSA prior to the crop insurance billing dates to receive subsidy on their policies for the next crop year. Many new producers are not aware of this rule. Keep in mind, a new entity also has to have the AD1026 signed. For example, if you have been farming as a married entity, but then decide to farm as an LLC or a trust, or some different type of entity – that new entity must sign the AD1026 as well. In an effort to help new farmers with this, RMA has a "First Time Farmer Certification" which is a one-time exception form that may help them keep subsidy the first year of farming. If you are a new farmer, it is very important that you check with FSA and complete Conservation Compliance paperwork there in addition to the crop insurance forms.
- Planting may be a few months out, and we hope for optimal weather, but if you find yourself prevented from planting, be sure to contact your agent as soon as possible. You must give notice to your agent within 72 hours after the final planting date for the crop in your county. Don't wait until acreage reporting time to let your agent know – this could jeopardize any possible indemnity.

With current commodity prices, as well as the higher inputs, you might want to look into the many supplemental policies available to help protect your bottom line. There are

2022 Winter Wheat Prices and Harvest Tracking Dates

Revenue Protection / Yield Protection	Projected Price Tracking Dates
Corn	February 1 - February 28 December Corn - CBOT
Grain Sorghum (Multiplied by price percentage relationship between corn and grain sorghum, as determined by RMA)	February 1 - February 28 December Corn - CBOT
Soybeans	February 1 - February 28 November Soybeans - CBOT

several private supplemental policies to consider, and most of them need to be written by the Sales Closing Deadline. To name just a few: Added Price Option (APO), Late Plant Option (LPO), Replant Option (RO), Base Price Modifier (BPM), and RpowerD, among others. There are also federally subsidized options available such as: Supplemental Coverage Option (SCO) and Enhanced Coverage Option (ECO). As you can tell, it's definitely a lot of information to soak in, let your agent help explain, and tailor a package that will fit your individual farming operation. Above you will find the chart detailing when prices are set for the 2022 row crops.

2022 Wheat – Short Rate Deadline

March 15th, 2022, is also the deadline for short rating wheat. This option is available in most counties. If you would like to short rate your 2022 wheat, and pay a reduced premium (normally 35% of the original premium), you must submit a written notice to your agent on or before March 15, 2022. Short rating wheat gives producers the option to pay the reduced premium and intentionally destroy the crop before harvest, by grazing or other means. Short rating wheat will not have any impact on the approved production history (APH).

ARC or PLC Election - 2022

Just one final reminder, if you haven't been in to FSA to make your 2022 program election for Agriculture Risk Coverage (ARC) or Price Loss Coverage (PLC), enrollment is open and that deadline is also March 15, 2022. These safety net programs through the U.S. Department of Agriculture (USDA), help producers weather the variations in either revenue or price, for certain crops.

Give us a call or stop by if you have any questions. Now is the time to get all your questions answered and coverages in place so those stormy days and nights won't keep you up!

STEERS VS. HEIFERS: INSURABILITY OF BOTH

ARLYN RIEKER

Throughout the years and especially these past few months, as I am visiting with LRP clients, one question I frequently hear is, "Why should I insure my heifers if the coverage price is a 10% reduction in price compared to the steers?" Using the following illustrations, I will show the 10% reduction is just a number applied to the heifers, and it can still be a good risk management decision to insure your heifers alongside the steers.

First, I will show some comparisons most of you have seen before that apply the Price Adjustment Factors (PAFs) to the feeder cattle prices.

The first table shows examples of the PAFs being applied to the coverage prices when the Steer 2 price is set at $175.99 per cwt. This price was from the December 16, 2021 quote for 600-900# steers using the 47-week endorsement with an ending date of November 10, 2022.

Coverage prices/Steer 2 price is $175.99		
Insured Weight range	**Steers**	**Heifers**
Type/wt. 1 < 6.0 cwt.	$193.58 (110%)	$175.99 (100%)
Type/wt. 2 6.0 – 9.0 cwt.	$175.99 (100%)	$158.39 (90%)

The second table applies the PAFS to the ending prices using the December 13, 2021 Feeder Cattle Index of $161.77 per cwt.

Example of Ending Prices/Index set at $157.00		
Insured Weight Range	**Steers**	**Heifers**
Type/wt. 1 < 6.0 cwt.	$177.95 (110%)	$161.77 (100%)
Type/wt. 2 6.0 – 9.0 cwt.	$161.77 (100%)	$145.59 (90%)

These tables show how the PAFs are applied to the steers and heifers for both weight classes: for both the coverage and ending prices.

Some points to remember:

- Price adjustment factors (PAFs) are applied to the expected ending values, coverage prices, and actual ending values prior to RMA publishing.
- LRP feeder cattle insurance coverage prices and rates are based on the CME Feeder Cattle contract, which is settled to the cash or the CME Feeder Cattle index (ending price), and both of these change daily.
- The CME Feeder Cattle contract and the CME Feeder Cattle index (700-899 pounds) are only based on the price for steers. Because the CME Feeder Cattle futures prices are for steers, these PAFs are used to calculate expected ending values, coverage prices, and actual ending values for the types of cattle in the prior tables.

Using the two prior comparison tables and the three points to remember, the following table compares the PAFs to the steers and heifers. This compares the coverage prices, cost per cwt/head, and paid losses in what I tried to illustrate in a "make sense" format. Looking at the cost per head, when insuring a 900# heifer 2, you receive a 10% discount/savings in premium compared to the same 900# steer 2. The steer costing $60 and heifer $54. If you don't have a loss, you have saved 10% cost on the heifer. If you have a loss, the savings in premium added back to the loss payment are almost the same as the steer loss payment. Comparing the 900# weight 2, the steer loss payment is $127.98 and the heifer is $115.20 which is 10% less, but when you add in the $6 you saved on the heifer premium, the values are almost the same at $127.98 for the steer and $121.20 for the heifer.

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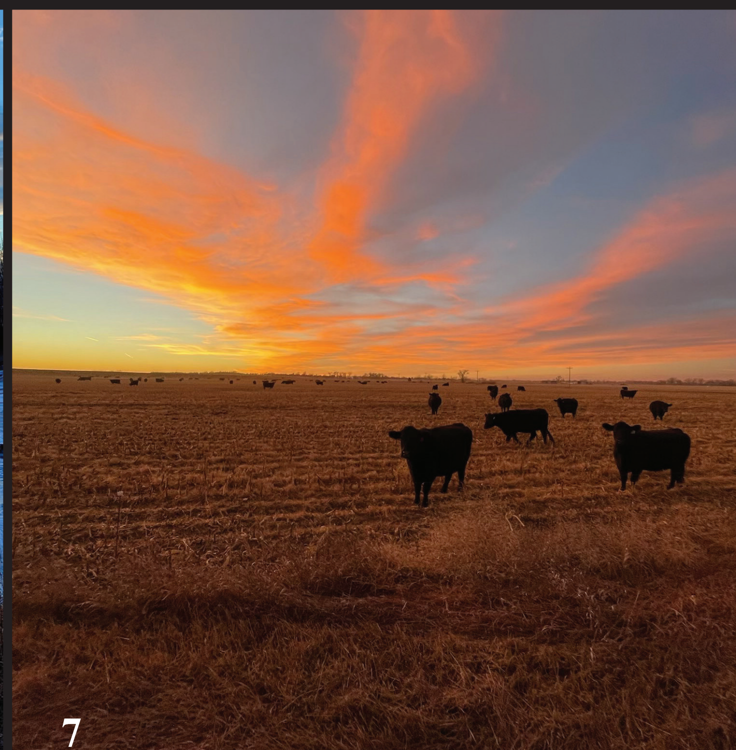

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1, 7	Ava Osborn
2	Trista Koch
3, 9	Diane O'Donnell
4	Sara Ross
5, 6	Jason Seim
8, 10	Jeri Schultheiss
11	Patti Johnson

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Also, notice the heifer 2 (90%) loss payment is 10% less than the steer 2 (100%) and the steer 1 (110%) is 10% higher than the heifer 1 (100%). The losses correspond to the PAFs, just like the coverage price and premium.

Insured weight range		< 600#				600 - 900#			
		STEERS WT 1		HEIFERS WT 1		STEERS WT 2		HEIFERS WT 2	
PAF (Price adjustment factors)		110%		100%		100%		90%	
Coverage price/cwt Steer 2	$175.99	$193.58		$175.99		$175.99		$158.39	
Gov't cost/cwt			$11.28		$10.26		$10.26		$9.23
Producer cost/cwt (35%) Subsidy			$7.33		$6.67		$6.67		$6.00
Insured Weight lbs.		599.00		599.00		900.00		900.00	
x Cost/cwt		$7.33		$6.67		$6.67		$6.00	
Cost/head		$43.91		$39.95		$60.00		$54.00	
Heifer savings/head					$3.96				$6.00
Feeder Cattle Index (Ending price)	$161.77	$177.95		$161.77		$161.77		$145.59	
Coverage price		$193.58		$175.99		$175.99		$158.39	
Ending price		$177.95		$161.77		$161.77		$145.99	
Loss/cwt		$15.63		$14.22		$14.22		$12.80	
cwt/insured		5.99		5.99		9.00		9.00	
Payable Loss/head		$93.62		$85.18		$127.98		$115.20	
Cost savings per head/heifer				$3.96				$6.00	
Total loss payment/head		$93.62		$89.14		$127.98		$121.20	

Calculations are rounded and may differ by pennies

Coming back to the original question: Should I or should I not insure my heifers? In my experience of writing these policies for the last 17 years and reviewing the comparison above, the answer to the question is "yes, insuring your heifers is a good risk management decision".

Recently a new type of cattle has been available for coverage, the Unborns. This has been a great addition to the LRP policy. You can now insure Unborns (unborn bulls and heifers) as long as you have ownership of the pregnant female. These are just an average coverage price of the steer and heifer 1 types. This has been, and will be, a viable option to insuring the calves prior to calving.

One other item, if you have visited with me in the past or are considering insuring fed cattle (1,000 – 1,400#), the recent increase in the premium subsidy has made LRP an attractive option for coverage on the cattle you have in the lots for finishing.

Next, I want to share a couple of endorsements that recently expired upon writing this:

Insured Weight	Effective Date	Ending Date	Coverage Price	Ending Price	Loss per Head	Cost per Head	Net loss Per Head
825#	8/10/21	11/9/21	165.74	154.98	88.77	31.26	57.51
800#	8/23/21	11/22/21	171.05	157.43	108.96	32.86	76.10
800#	8/20/21	11/19/21	166.85	156.29	84.48	27.90	56.58

As you can see, these coverages were written later on in the year with higher coverage prices, and they paid out significant losses. In reviewing the coverages written earlier in the year, the coverage prices weren't as high as these and paid out lesser losses, but most loss amounts were about the same as the premium spent.

LRP is exactly what the name 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 viable risk management tool to aid you as a livestock producer on your bottom line. If you have questions regarding the LRP policy and coverage, please don't hesitate to call.

Lastly, with 2021 in the rearview mirror, I would like to say a big "Thank You" to all of the families in production agriculture. I used to be a cattle producer and am still involved in the farming side of agriculture, and I've been proud to work with all of you. One last note, please remember the producers and families affected by the fires in Kansas; our thoughts and prayers go out to them.


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Regional News

Hear from our agents in your area!

Dave Meyer
Ruskin, NE

It is December 28th as of this writing, so it is time to put another year in the books and look forward to a new one. In our area, it was a strange weather year, to say the least. Highway 136 seemed to be the dividing line between ample rainfall to the south and dry conditions to the north for most of the growing season. All my clients north of 136 had wind damage to their corn, and literally, none of them had wind damage south of it. Even though there were pockets of extremely dry weather, the yields were surprisingly good. When all is said and done, 2021 should have been a profitable year for almost everyone in agriculture in south-central Nebraska.

I want to thank all my insureds for trusting me with your crop insurance needs, and I look forward to working with you again in 2022.

Andrew Bellamy
Ansley, NE

By the time of reading this, maybe winter has finally showed up because it really hasn't as of the end of December. And not that I'm complaining, but some snow moisture would be welcome unless Mother Nature will make it up to us kindly this spring.

Quick reminder with the current high grain markets: make sure your crop insurance is working for you and allowing you to lock in market highs on the most bushels possible. Let me know if you have questions about using your crop insurance to its highest potential.

Megan, Maverick, and Lincoln are all doing well. When writing this, we are just starting to tell people that we have lost our minds and decided to add to our chaos with a new little one due in July! We are very excited, and Maverick changes his mind daily on whether it is a boy or girl, but either way will make a great big brother and hopefully lead by example and show Lincoln the ropes of being the older sibling. Lincoln has been finding more and more time to get a word in when his brother is talking, and as we figured, he has a lot to say, with "no" being his favorite. Then when he isn't talking, Lincoln thinks life is one big game of tag with his parents! Maverick has enjoyed preschool and has used the warm winter weather to get even better at riding his bike without training wheels and jumping on his toddler pogo stick.

As always, thank you for your business. It is a pleasure working with all of you. Please let me know if there is anything I can do for you. Finally, I hope everyone had a Merry Christmas and a good start to a happy New Year!

Enos & Jill Grauerholz
Beloit, KS

By the time you read this, we should be grandparents! We are overly excited about the arrival of our new grandson. We sure need a bright spot in this dry winter. Maybe by February we will have gotten some moisture.

We will be contacting you shortly to review and renew your spring planted policies. We had many claims in 2021, and those with high coverage were paid large amounts. Premiums will probably still be up as they were last year. Rates reflect the amount of coverage you get. We like to look at it as a percent cost. This is a great way to compare year to year.

We always want you to be comfortable with your policy and understand how it works. So please give us a call with any questions.

Rhonda Jones
Kirwin, KS

2021 ended on a sad note for many farmers and ranchers in North Central Kansas. Grass fires on December 15th destroyed many homes, buildings, and equipment along with several thousand head of livestock and miles of fence. Rebuilding will be a long process.

Fall harvest was a long one. The milo and corn struggled to dry down, waiting on a hard freeze—there were average yields overall. We are ending the year very dry! I certainly hope we start getting some moisture soon.

On a positive note, we are seeing higher commodity prices moving into next year's growing season. I'm looking forward to meeting with you in February and March to discuss options for your farm business to protect your crops and the bottom line.

Best of luck in 2022!

Clark Redding,
Larned, KS

As I write this, it's a blizzard in Kansas. To some, that may sound ominous, but to an area that is starved for moisture, we will take it any way we can get it. The problem is, we will end up with one or two inches of dry powdery snow & 40 MPH winds that will blow it in the ditches and we end up with bupkis. It's terribly dry here as I am sure it is where you are as well. Let it snow, let it snow, let it snow.

Colorado is just as dry, if not more so. Can't seem to get enough to really make a difference. Wheat in both states is at risk. It seems like we go through this every year. Waiting on those late spring snow storms or spring rains to pull us out of another dry, cold winter. We couldn't even make a snowman with our Granddaughters this winter.

Oh, well here we are again starting our New Year behind the moisture eight ball. We will try to prepare for the worst and hope for the best. Good luck to all.

Kevin & Sara Ross
McClelland, IA

Happy New Year! Hard to believe another year is in the books, and it's 2022. The days are at least, once again, getting longer, and the markets seem to be well supported for the near future. So far it's been rather dry with decent temperatures into the early part of winter. We did experience a bit of a mess on December 15th with many small tornados and wind that decided to cause some damage nearby and in many parts of several states. It was odd weather, and you could just feel that it would get nasty. Fortunately, it mainly was property damage in our area and no injuries that I am aware of. I want to think we can get the fertilizer mess sorted out as we go into the spring rush, but not exactly counting on it either. Hopefully everyone can get supplies needed and the price gets slightly more reasonable on that, as well as chem programs (crossing fingers). It appears that along with the good prices, we will all have record investment in the 2022 crop.

I hope you all take a little extra time to consider how best to protect those dollars this year and consider ways in which The Home Agency can help. Let us assist you in determining what is best for the individual needs of your operation. Cheers to what we all hope will be a profitable year, and a BIG thank you for working with us this last season.

TEAM JACK FOUNDATION

I can remember when this all started back in the spring of 2013. I was watching highlights of the Nebraska spring football game, and this kid named Jack ran for a touchdown at the end of the game. After learning more about him, his family, and his story, I was hooked. No child should ever have to go through anything like this. Sharri and I have been blessed with three healthy daughters and six healthy grandsons, and I just can't imagine what parents, siblings, grandparents, and others must go through when this happens. That is when we, as a family, and agency decided to do what we could. When I say family and agency, that means many of you! Over the last eight years, many of you have graciously given to the events and fundraisers we do yearly for Team Jack. The Gala every year in February, the Radiothon in September, you people are the best, and we couldn't do it without you. I actually had someone from Colorado Springs call me for an appointment on insurance. I booked transportation from him. He googled my name, saw what we do and our interests, and felt we were the type of people he wanted to do business with.

On Feb 26th we will be the Spotlight Sponsor for a child with this terrible disease, and we ask for your help. Any size of donation helps. You can see from the article below, we all together have raised over $1.5 million, and we need to keep it going. When making your donation, please tag it THA, and I will match dollar for dollar the first $50,000. Please help us make this the biggest Gala ever. Like I have said many times, if it were not for customers, friends, and family like you, we could not do what we do, and I look at it as us doing it together. Thank you.

Jim

NOTE FROM THE TEAM JACK FOUNDATION

As we reflect on the nine years of Team Jack we are humbled by our great sponsors, some of whom have been with us since the beginning. One of those sponsors is Jim & Sharri Baldonado, their family and team at The Home Agency. Since 2014, they have donated over $600,000 to Team Jack and our cause. In addition to their contributions, the Baldonado family has rallied their friends, coworkers, clients and more together to support Team Jack. At minimum, a phase 1 clinical trial for childhood cancer, costs $1.5 million. Collectively, the Baldonado's and their friends and family have raised enough to solely fund a research project. This is incredible and a true testament to the achievements that can be made when working together as a team. Every dollar counts and no matter the amount of your donation or contribution, it matters. We implore you to find a way to help us fund research so better treatments can be developed for kids with brain cancer and one day, a cure. This can come in the way of sponsorships, donations, auction item donations, participating in the auctions and like Jim and Sharri, rally your friends, coworkers and clients to do the same! Find a way to get involved and make a difference for kids battling brain cancer.

RECREATIONAL VEHICLES AND YOUR FARM INSURANCE

CORBETT HAHN

Recreational vehicles are most commonly classified as All-Terrain Vehicles (ATVs) and Utility-Terrain Vehicles (UTVs). They have become an invaluable tool on farms and ranches. These recreational vehicles have replaced pickup trucks and horses in many cases. Since most farmers and ranchers have at least one type of recreational vehicle, I thought it would be a good idea to talk about what kind of coverage you need to have for these vehicles.

The easiest thing to talk about first is physical damage coverage. This is what you need to have if your ATV or UTV is damaged or stolen. The first thing most people will ask is, "Isn't my ATV covered under my blanket?" The answer is no. So, if you want coverage for an ATV or UTV, they must be listed on the policy for physical damage coverage. They can be scheduled on your farm policy or written under a separate recreational vehicle policy. Here is the list of items not covered under a typical farm personal property blanket:

Property not covered under the blanket: Automobiles, trucks, mini trucks, motorcycles, mopeds, utility vehicles, low speed vehicles, motorized all-terrain vehicles, amphibious vehicles, dune buggies, golf carts, snowmobiles, mini bikes, trail bikes, mobile homes, house trailers, and vehicles primarily designed and licensed for road use, including their engines, tires, parts, and accessories. However, wagons and trailers designed for **farming** purposes are covered, unless designed to be pulled by a semi-tractor.

Okay, so we have the physical damage part out of the way. Let's talk about the bigger issue, liability. This gets a little more complicated and there are differences between the liability coverage on your farm policy and the liability coverage on a separate recreational vehicle policy. The first thing you need to know is you do have some automatic coverage for recreational vehicle liability under a farm and ranch liability policy that is included at no additional premium. The biggest thing you need to know about this automatic coverage is that it only applies liability to instances that occur on your insured premises. This means you do not have liability coverage while crossing a road or traveling on any road or property you do not own. I would guess most people don't have a recreational vehicle they operate 100% of the time on their insured premises. So, we need to talk about how we insure our recreational vehicles off-premises and what the differences are between policies.

Off-premises liability coverage can be added to most farm and ranch policies. The liability limit falls under the farm and ranch liability limit and is not separate. So, if you have a $1,000,000 farm and ranch liability limit and add off-premises liability for your recreational vehicle, it has $1,000,000 of liability coverage. The other option we have is to write a separate recreational vehicle policy.

There are some advantages to having coverage on a separate recreational vehicle policy rather than placing coverage under the farm policy. The RV policy can have smaller physical damage deductibles. Sometimes the farm policy can have a $1000 or higher deductible that can't be changed when we add physical damage to an RV. A separate policy allows you to have a lower physical damage deductible like $250 or $500 per occurrence. Another advantage is having a separate liability limit from your farm policy. By having a separate liability limit, you preserve your farm liability limit and keep unwanted liability claims off your farm policy. However, the biggest reason for having a separate RV policy is the medical payments coverage.

Medical payments coverage is what covers the rider(s) that might be injured in an accident. There can be some big differences here depending on whether the coverage is on the farm or an RV policy. Here are two examples that show the difference in medical payments between a farm policy and an RV policy.

Example 1 – Farm Policy RV Medical

On-Premises:	Coverage
Insured Person:	NO
Other Than Insured Person:	YES
Farm Employee:	YES

Off-Premises:	Coverage
Insured Person:	NO
Other Than Insured Person:	NO
Farm Employee:	YES

Example 2 – RV Policy Medical

On-Premises:	Coverage
Insured Person:	YES
Other Than Insured Person:	YES
Farm Employee:	YES

Off-Premises:	Coverage
Insured Person:	YES
Other Than Insured Person:	YES
Farm Employee:	YES

The recreational vehicle policy provides the broadest medical payments coverage. This is usually the factor most people use in choosing where to insure their recreational vehicles.

As you move into spring, please take the time to review your farm and ranch policy. If you haven't looked at putting your ATVs or UTVs on a separate recreational vehicle policy, it might be a good time to take a closer look. As always, we are here to help and answer any questions you might have.

2022 WEATHER OUTLOOK & CROP YIELD PROTECTION PROGRAMS

BRIAN O'HEARNE

2021 has been very dry for a good part of the Corn Belt and almost everywhere west of the Mississippi. The image below compares the drought monitor from Christmas 2021 on the left and Christmas 2011 on the right. The statistical comparison below shows the current drought much more extreme than this time in 2011. Both winters were La Nina winters which tend to lead to heat and drought in the coming growing season.

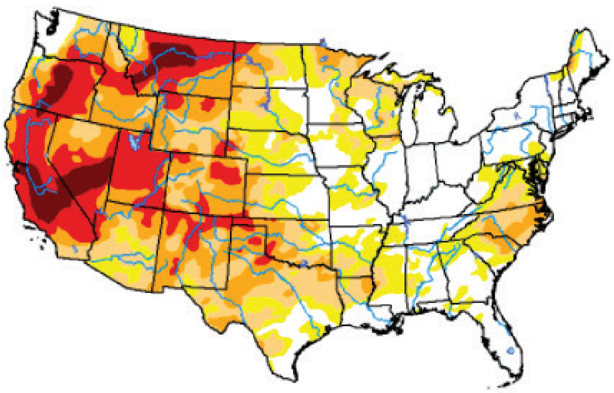
The Home Agency is an expert in minimizing risk for your crops and livestock. Rainfall guarantees to complement your PRF and help your winter wheat are recommended with this forecast, as well as next summer's weather risks and crop yield guarantees.

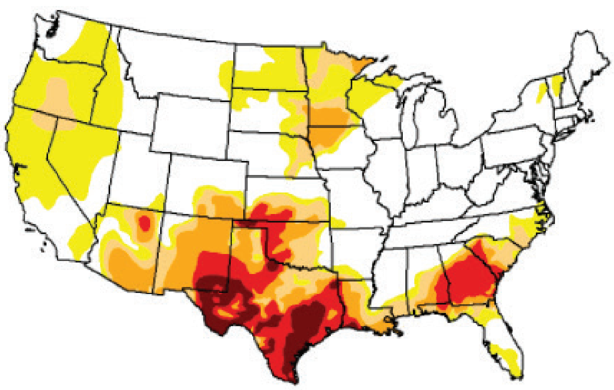
The Home Agency team has the tools you need to cover seasonal issues with these new programs. Using a weather or yield hedge to offset your risk is a great way to keep your overall return on investment protected. It also helps you market your crops when prices are at their highest early in the season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

The Home Agency 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 agent at The Home Agency for more information and a quote for any weather or yield risk concerns.





Statistics Comparison

Week	None	D0-D4	D1-D4	D2-D4	D3-D4	D4	DSCI
2021-12-21	27.58	72.42	55.20	36.71	17.57	3.68	186
2011-12-27	50.89	49.11	28.49	18.95	10.01	3.31	110
Change	23.31	-23.31	-26.71	-17.76	-7.56	-0.37	-76

WHAT LIES AHEAD?

AL KUZMA

As I write this, it is Tuesday, December 21, 2021, the Winter Solstice. In December, Nebraska Volleyball gave us quite a ride, thrashing Texas in the Elite Eight and taking Wisconsin to the wire in the Final Four. Well done, ladies. Nebraska football is looking for a quarterback to fit the offensive scheme of Mark Whipple. And 2022 is ten days away. What will the New Year bring us?

My Crystal Ball: There is an old saying that "hindsight is 20/20". How many times have you thought to yourself, "I should have seen that coming"? Based on what I am reading and hearing, this is what 2022 is going to yield:

1) No end to Covid. It hurts me to write those words, but most of the health care experts predict, because it is so transmissible, it will be with us for a long while. Expect variants, like omicron, to present new challenges, says Dr. Marlow Hernandez CEO of Cano Health, a health care provider for seniors. His best advice, get vaccinations and boosters when you can.

2) Supply chain woes continue. Because of Covid unknowns, do not be surprised to see new lockdowns which will impact transportation. An already stressed supply chain that led to price spikes will remain subject to more volatility. "Air freight is some way from returning to full capacity. Ocean freight, the ocean market is going to take longer, the piers are working 24/7, the ports are working 24/7, and there is still a big backlog," says Mike Parra, CEO of global logistics company Deutsche Post DHL Group.

3) Labor-good and bad news here. It is a great time to be looking for work with a shrinking labor pool. For employers, the war on talent will only intensify. Every company will need to think about retention.

4) Continued wild weather. Lincoln experienced 90 mph wind gusts on December 14. Do not be surprised to see the craziness continue. It's warmer than normal, which will impact food production in the face of rising demand.

5) Expect inflation to remain in the 5-6% range until supply chain issues are resolved. Some analysts predict supply chain issues through mid 2023.

6) The market will remain strong. With inflation rearing its ugly head, savers lose ground with money in the bank; hence they will invest more in the stock market.

7) In response to inflation, I expect the Fed to raise interest rates mid-year, but only so slightly. We still need to be mindful of paying interest on the National Debt.

Personally, I am an optimist by nature; however, I have a choice: I can see the glass as half full or half empty. I prefer the half-full version. Here is wishing you and yours health, happiness, and harmony in 2022. Until next time, God bless.

***Alan E. Kuzma**, CLU ChFC,*
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BALDONADO PERSONALS

As always before Christmas the girls asked what I wanted for Christmas. I told them all I wanted was for the 6 grandsons to stay at the river with Grandma and I. That was it. So we all made it happen. I took pictures of the boys and Grandma getting ready to go to sleep, Sara taped them saying good night to Grandma and Grandpa and then the lights went out.

Jim




Hudson: Goodnight, Grandma. Goodnight, Grandpa.

Axten: Goodnight, Grandma. Goodnight, Grandpa.

Carver: Goodnight, Grandma. Goodnight, Grandpa.

Hollis: Goodnight, Grandma. Goodnight, Grandpa.

Maverick: Goodnight, PaPa & Mimi.

Lincoln: (silence)

Grandpa: Goodnight boys. Grandma and Grandpa love you very much.




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