

THE

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MAGAZINE





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PRESIDENT'S THOUGHTS

FROM THE DESK OF
JIM BALDONADO

Harvest is moving right along as of the day I wrote this (10/9/22). Our dryland corn and soybean yields in south-central and southwest Nebraska, as well as western Kansas, have been bad, bad, with many fields getting appraisals of .02 to 3 bushels per acre. Even our irrigated acres are not seeing yields as we have seen in the past. I know natural rain makes a difference, and too much heat at the wrong time hurts, which is what we had.

Hail throughout our area has been hit or miss. It seemed like some areas got hit 3-4 times and some areas in eastern Nebraska only took one storm to total out both hail and Multi-Peril. In all cases, our insureds are very happy with their hail plans, as most picked comp 80, which totals out at a 25% hail or wind loss. You get paid within days of being adjusted vs. production hail, where you have to wait until harvest to see what your payment may be. Also, many of you know you received a call from me or other staff around the 16th of May when corn futures were trading at \$7.61, suggesting you bump up your hail coverage on corn and soybeans, which most of you did. When delivering hail loss checks the last couple of months, our customers are sure happy they did.

Something to be thinking about when planning for 2023 spring planted crops is the volatility factors. As volatile as these markets are and the price we are seeing, I expect the volatility factors to go up. That, coupled with the February base price may be being higher, you could see a substantial increase in your Multi-Peril premium. Just something to be thinking about for planning 2023.

PRF- Pasture, Rangeland, Forage

Did you know farmers and ranchers who rely on grass for its hay or grazing value can insure it through the Pasture, Rangeland, and Forage program? This federally subsidized product provides compensation for drought conditions. You can insure all, some, or none of your acres.

Because it's based on the NOAA rainfall index, there is no production to report, and it's 100% automated. You can insure up to 90% of your rainfall index and even elect coverage up to 150% over the base payment.

To be eligible, you do not need to own the ground. Tenants can buy PRF for grazing their livestock. Even established alfalfa can be covered, and since it's based strictly on rainfall, both irrigated and dryland practices qualify.

You can pick the months you want and exclude the ones you don't. The deadline for sign up is December 1.

Hope the harvest goes well and everyone stays safe. If I can help in any way, please call.

THE HOME
AGENCY

PASTURE,
RANGELAND,
AND FORAGE

(PRF) ↘

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TEAMMATES

MEGAN BELLAMY

TeamMates is a one-on-one mentoring program in school to build a friendship and have fun. The mission of the TeamMates Mentoring Program is to positively impact the world by inspiring students to reach their full potential through mentoring. Mentors and mentees meet weekly in school for around 30 minutes to an hour. Their meeting can consist of going for a walk, shooting hoops, doing craft projects, or just talk. Tom Osborne started the TeamMates mentoring program in 1991. Since that time, TeamMates has served more than 45,000 youth across the Midwest.

On August 8th, 2022, TeamMates Mentoring co-founder Tom Osborne and TeamMates CEO DeMoine Adams came out to Lexington, Nebraska, to receive a monetary gift from the Jim & Sharri Baldonado Family, The Home Agency, and BHA Real Estate. Jim pledged to give TeamMates a monetary donation for the next three years to 128 rural TeamMates Chapters. Our goal is to help remove the fundraising burden by helping these rural Chapters with their expenses, which include background checks, participation fees, and annual match support. We want these Chapters to thrive, and by alleviating some of their costs, we hope they can use their fundraising money on special outings for the mentees.

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A very special thank you to all our friends, family and customers who trust the service we provide and support us every step of the way. We would not be where we are today without YOU!



CROP INSURANCE UPDATE

CINDY DAVIS

I wish I could say it is starting to feel like Fall, but in typical Nebraska fashion, mid-September has once again brought some very warm days. Our area saw some early hail storms this past summer, but the rest of the season brought with it very little precipitation, and according to the drought monitor published September 15, 2022, on the UNL website: <https://droughtmonitor.unl.edu/>, much of the Mid-West is in a moderate to severe drought rating. The dryland crops suffered, of course, and in some places across our insured areas, the irrigated crops will also see reduced yields. With that being said, we are anticipating a very busy loss season on the 2022 row crops.

It won't be long before harvest is in full swing, and in some areas has been for some time now. There was a first for me this year. The first time I'd seen soybeans being cut for hay or silage. I'm sure it has been done many times in the past, but that was the first time I've seen it in our surrounding areas. That tells you how bad the drought situation is becoming. Let's hope Mother Nature is kind to us and sends plenty of precip our way before next Spring.

2022 Row Crop Harvest

I mentioned the fact that we are expecting a very busy loss season for 2022 row crops. Below are some things to keep in mind, even if you are still harvesting, to ensure a smooth loss process and production reporting process as well.

- If you have grain remaining from last year stored on the farm, it has to be measured before adding any new crop grain to the same location. When storing grain on the farm, be sure to mark each bin or storage structure clearly for each separate unit added to the same location.
- Never destroy any portion of a crop until you have been in contact with your agent and an adjuster has given consent to do so. Destroying a crop without consent could jeopardize a loss and have a very negative effect on your approved production history.
- Production should be kept separate by unit, even if you elected Enterprise Units on the crop. Commingling grain

will be very detrimental and could even take you completely out of a loss.

- If not already listed on your scale tickets and ledger sheets, it is a good idea to mark the production records with unit number and legal location.
- When utilizing precision farming techniques and records at loss time, your planting records will also be needed, as well as your written calibration report for each crop. It is always a good idea to keep additional hard-copy records as well.
- Native Sod acres/production must be kept separate from other acreage within the field. Contact your agent with any questions concerning Native Sod.

Report your production to your agent as soon as possible, once harvest is complete; but do not wait until this time to report a loss. It is very important to report losses timely. As soon as you are aware, or even have a suspicion there will be a loss on a field, give your agent a call. The Risk Management Agency (RMA) has put very strict guidelines in place on loss reporting. We would much rather withdraw a claim than find out a company has denied it!

If you purchased a production hail policy this year, those claims cannot be finalized until your production has been submitted. Keep in mind, with a production hail policy; some companies will work your claim by field. If you have more than one field within a unit, we strongly suggest that you keep the production separate for all fields.

The harvest prices for 2022 row crops will be set during the month of October for Revenue Protection plans (RP). Keep in mind that if the harvest price comes in lower than the base price, which was set during February, you may have a price loss indemnity, even if you harvest over your guaranteed bushel. Another good reason to get your production turned in to your agent. The chart detailing 2022 row crop prices is to the right.

2023 Winter Wheat – Acreage Reporting

The 2023 Winter Wheat crop year began in September when producers elected their coverage. The next deadlines are quickly approaching. Wheat production from the 2022 crop

year should have already been reported. However, there is still a couple of weeks to make any changes or to get it to your agent. November 14th, 2022, is the production reporting deadline. The very next day, November 15th, 2022, is the acreage reporting deadline for the new 2023 Winter Wheat crop year for Nebraska and Colorado. The deadline for acreage reporting in Iowa and Kansas is December 15th, 2022.

Once again, all acres need to be reported down to the field level, or common land unit (CLU). This would include the farm number, tract number and field number of the acreage. There are several options available that will help you and your agent complete your acreage report with this prerequisite taken care of. If you have certified your acres with FSA, bring those documents with you to assist in reporting to your agent. You can also bring in the map books that The Home Agency prints and sends to you, with all your planting records. Another option is automated crop reporting for those of you who utilize precision farming techniques. Regardless of the option, if acres are not reported by CLU, then the acreage is considered unreported acreage and misreported penalties will apply – including denial of any liability for those acres. Get in to see your agent soon; they can definitely assist you in reporting your winter wheat acres. Remember, all acres must be reported, whether or not they will be insurable. If you have a wheat policy but did not drill any acres this fall, your agent will still need your signature on the acreage report, reporting zero acres. Prevented planting acres should already be turned in to your agent, so losses can be turned in. These acres also need to be reported on your acreage report. Let your agent know as soon as possible of all added land to your farming operation. If you are adding over 2,000 acres of cropland, a written agreement request may need to be sent to RMA prior to the acreage reporting deadline. Verify all information reported on your policy. Once you receive your confirmation of coverage, or schedule of insurance, double-check that all information is accurate.

2022 Row Crop Prices and Harvest Price Tracking Dates

Crop (Conventional Practice)	States	Projected Price Set - Yield Protection and Revenue Protection	Harvest Price Tracking Dates - Revenue Protection (RP)
Corn	NE, KS, IA, CO	\$5.90	Dec. Corn CBOT Oct. 1 - Oct. 31
Grain Sorghum	NE, KS, IA, CO	\$5.88	*Dec. Corn CBOT Oct. 1 - Oct. 31
Soybeans	NE, KS, IA, CO	\$14.33	Nov. SBean CBOT Oct. 1 - Oct. 31

* Multiplied by the price percentage relationship between grain sorghum and corn as determined by RMA.

The chart at the top of the next column contains the 2023 Winter Price Projected Prices for Yield Protection (YP) and also Revenue Protection (RP). It also includes the tracking dates for the Harvest Prices that will attach to the RP plan next June and July.

2023 Winter Wheat Prices and Harvest Tracking Dates

State	Projected Price Set - Yield Protection and Revenue Protection	Harvest Price Tracking Dates - Revenue Protection (RP)
NE, CO	\$8.74	Sept. KCBOT July 1 - July 31
KS	\$8.77	July KCBOT June 1 - June 30
IA	\$8.43	Sept. CBOT July 1 - July 31

Pasture, Rangeland and Forage Program

Do you need coverage for your hayland or perhaps you have an interest in livestock and need to insure your grazing land? A pasture, rangeland and forage (PRF) policy could be just the right fit for you. A PRF policy is based on a Rainfall Index, that provides coverage for a single peril, lack of precipitation. The Rainfall Index uses National Oceanic and Atmospheric Administration Climate Prediction Center (NOAA CPC) data, and a grid system to determine precipitation amounts within an area. This program was designed to help protect a producer's operation from the risks of forage loss due to the lack of precipitation. It is not intended to insure against ongoing or severe drought since the coverage is based on expected precipitation during specific intervals only.

The Rainfall Index utilizes a productivity factor so a producer can individualize coverage based on the productivity of the acreage insured. The coverage is based on areas within a grid, which is approximately 12 x 16 miles, and also the index interval periods – 2-month intervals – that you elect. It is important to note that coverage is based on the experience of the entire grid, not on individual farms or ranches or specific weather stations in the area. With a PRF policy, you do not have to insure all acres of haying and/or grazing land in your operation, but you cannot exceed the total number of haying or grazing acres that you operate.

PRF coverage is available in the 48 contiguous states, with the exception of a few grids that cross international borders. Producers are given several coverage options to be able to tailor the coverage to their farming operation. They will need to choose between haying or grazing production (or both), coverage levels, index intervals, irrigated practice, productivity factor and the number of acres insured. The deadline to purchase a PRF policy is December 1, 2022. As you can see, there are several choices to be made when purchasing a PRF policy. Give your agent a call today to inquire about this type of coverage.

We understand you have enough to worry about and there are some things definitely out of your control. Let the agents at The Home Agency help ease some of the worries with a risk management plan customized to your farming operation. We hope the harvest was a good one, and as the year closes out, we wish for you time with loved ones to rest and recoup. Happy Holidays!



LIVESTOCK RISK PROTECTION

ARLYN RIEKER

I realized, while writing this, we are close to the “Autumnal Equinox.” This is when the day and night are each about 12 hours long, or the first day of fall. This time of the year is my favorite; for producers in the agriculture sector, we begin the harvest of the year’s labor. Whether it be crop or livestock producers, this time of the year gives great opportunity to see the results and accomplishments of all their hard work. Farmers are starting to cut high-moisture corn; soybean harvest is in full swing, and it is weaning time. Despite the dry weather and all the obstacles the producers have had to endure, calves are in good health, and weaning weights are good. Many cattle producers have said their pregnancy rates are good also. Coming into fall, coverage levels for wheat have been finalized; wheat has been drilled. Cattlemen are looking at protecting their margins on their livestock.

Using LRP (Livestock Risk Protection), a very simple mechanism, producers can protect against the downside of the markets. LRP is a flexible product with no sales closing date, which means it can be purchased almost every day cattle are trading on the Mercantile. The coverage is based on the estimated ending weight of the animal for the timeframe the animal is intended for market. Coverage prices and rates are established from the Mercantile, and the actual ending value for feeder cattle is established from the CME feeder cattle index. These prices and rates change from day to day. Producers have voiced that while the cash prices are high, input costs are going up also. With the profit margins being tight, many producers are looking at LRP to protect their profits. We have been writing coverage on all of the types of cattle ranging from light weights up to the 1,000# calves, along with fed cattle. Currently, the heavier steer and heifer weights seem to be the types most producers are interested in, whether it is for their own cattle herd or for cattle they are purchasing to background into the spring months. For the heavy steers, we are looking at coverage in the range of \$185 to \$197/cwt. On a 900# steer, this gives you coverage of \$1,778 per head with a cost of around \$62 per head. With these prices, producers have felt very comfortable putting a price floor on their cattle for sale time.

I’m often asked, “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. 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 60 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 may still be paid the LRP loss on the dead animal.

A new type of coverage I think many producers will be interested in is coverage on unborn calves. Instead of waiting until the calves are born, you can now write coverage on unborn calves as long as you have ownership of the pregnant cattle at the time of writing coverage. This past spring, many producers took advantage of this option while coverage prices were high. If anyone is interested in this, please give me a call, and I’ll visit with you about it.

- Just a reminder of a couple of major changes made to LRP:
- The premium discount increased to 35% for the highest levels of coverage
 - Delayed Premium: Allowing premium to be paid at the end of the insurance period
 - Increased the allowance for selling the cattle prior to the end date up from 30 to 60 days

These are very good changes to the policy, both of which benefit you, the producer.

One consistency in the cattle market is the presence of the ever-famous volatility. With increasing expenses, many cow-calf producers have seen the margins get tighter. With the profit margins being tight, many producers are looking at LRP to protect their profits. Please give us a call and we can answer any questions you may have about how LRP may be a fit for your livestock operation.



TEAM JACK RADIOTHON

SARA ROSS

The 10th Annual Team Jack Radiothon was held in Elwood, NE at The Home Agency again on September 29, 2022. This is the longest running event, which originally began in Team Jack’s hometown of Atkinson, NE raising \$40,000 in it’s inaugural year. It now stretches state-wide and has grown each year. This event has raised \$829,500 total for research in nine years. This year’s Radiothon raised \$182,000 and counting, which officially brought the Radiothon over the \$1,000,000 mark raised in ten years!

“The 10th Annual Team Jack Radiothon presented by The Home Agency was all we hoped it would be thanks to incredible support of this amazing community! It was a wonderful day for childhood brain cancer as we reached the milestone of \$1,000,000+ through the ten years of this event. The funds and awareness raised are an important part of discovering more effective, gentler treatments for children fighting brain cancer. None of this is possible without the tremendous support of our sponsors, donors, brain cancer families, radio partners and hosts, and volunteers! We’re truly grateful to all who had a hand in this special day,” said Kylie Dockter, Executive Director of the Team Jack Foundation.

The event was distributed by the Huskers Radio Network, with Cody Thomas as the volunteer radio host again this year. Thomas spends many hours each year interviewing and producing the families’ stories. He has kicked off the Radiothon for the past ten years and has been an important part of this event. The Radiothon features stories from families affected by child brain cancer as well as interviews with special guests that support the cause. All throughout the day there were also drawings for many prizes that were graciously donated by many business supporters.

This year The Home Agency sponsored a cash giveaway, which raised \$61,675 for the Radiothon. For every \$100 sold, the donor was entered into a cash prize drawing for one of the following: \$20,000, \$5,000, and \$2,500. The winner of the \$20,000 donated it back to Team Jack, which brought the total to \$81,675! HUGE thanks to Bill and Meredith Orthman for that donation!

“My family and The Home Agency team were excited to host the 10th Annual Team Jack Radiothon once again in Elwood. Each year Elwood and surrounding communities turn out to help with this important cause. We are committed to helping Team Jack rewrite the futures of children with brain cancer by funding important research to develop better treatments and a cure,” said Jim Baldonado, owner of The Home Agency.

Another fun part of the day was when the area daycare and preschool kids rolled in their wagons full of change. The entire Elwood school including the preschool and daycare, collected donations for the cause. The change alone amounted to \$1,802.76, with another \$405 in checks, totaling over \$2,200! Thanks to all who donated their time and money to this extremely important cause. Next year the Radiothon will be back in Elwood in September. Stay tuned for more details!

Include stats on page:

- Brain cancer is the #1 cancer cause of death of children in the United States.
- Less than 4% of the National Cancer Institute’s research investments are spent on childhood cancer.
- Approximately 13 children are diagnosed with a brain tumor daily.
- In the last 30 years, first-line chemotherapy for child brain cancer has not changed.



Wild Ride

CONGRATULATIONS SHARON ARAUJO



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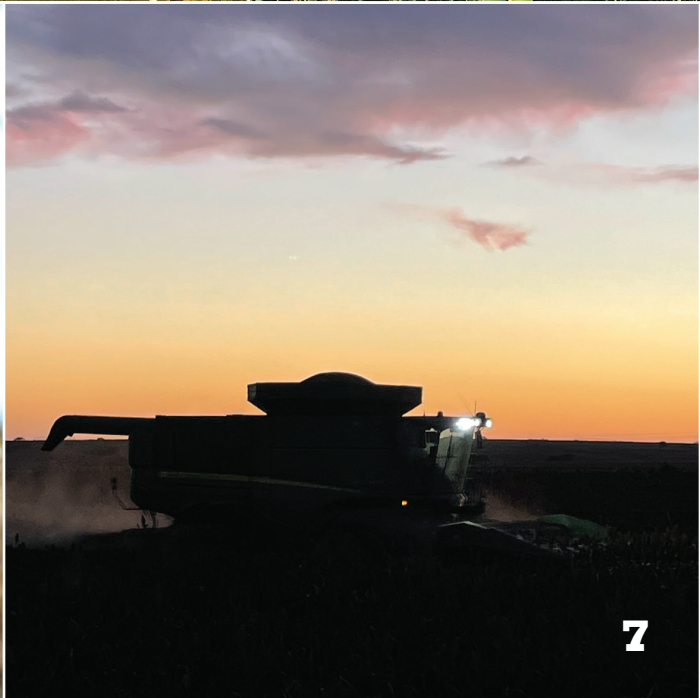
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1.	Ben Rand	4.	Mark Alberts
2, 6	Sara Ross	5.	Diane O'Donnell
3, 7	Zack Janus		

REGIONAL NEWS

Hear from our
agents in your area!

Dave Meyer

Ruskin, NE

Harvest 2022 is certainly in full swing. Yields are all over the board in south central Nebraska. We had very little rain in most of my area, however north central Kansas had adequate moisture throughout the summer. We also had the fewest number of wind and hail losses reported of any year that I can remember. Hopefully everyone has a safe harvest and enough bushels to have a profitable year.

Andrew Bellamy

Ansley, NE

Fall is upon us, and as I'm writing, this silage is getting pilled and combines are moving on some dryland that's ready. After some June storms that lead to a lot of damage, the area was able to avoid too much additional damage. Hopefully, those that had to replant are going to see some great yields. Remember, once the yields start rolling in, reach out to us if you have any questions about your guarantee for this year or making changes for next year.

The summer has gone by too fast. As you might have seen on the last issue's cover, Megan and I welcomed our little girl into the world on the 4th of July. She has us wrapped around her finger, and we are loving every minute of it. She is doing a terrific job of eating and sleeping. Big brothers are being helpful and attentive to their little sister's needs and are always trying to soothe her when she is upset. Maverick is back in his second year of preschool and turning 5 on November 1st. When asked what he

learned at school that day, he thinks it's the funniest thing to tell you he didn't learn anything that day. Lincoln is in daycare and will be 3 on October 14th. He is working very hard at keeping up with his big brother and wants to be just like him.

Thanks again to all of my insureds for allowing us to help you with your risk-management decision for the 2022 crop year. Please don't hesitate to call if there is anything else we can do for you. Wishing you and your families a joyous holiday season and a Happy New Year!

Enos & Jill Grauerholz

Beloit, KS

As we write this in September, we are so dry and desperate for any rain. It's probably too late for most of the crops in our area. We've turned in many losses. To help your claim get worked faster, please have your ledgers ready and clearly mark each ticket by field or unit number. In years like this, it's always nice to know your underlying crop insurance policy has your back. We did write a lot of APO (added price option). It is going to pay off big this year with such losses. This adds \$1.5-4.00 a bushel (depending on crop & level) on your loss bushels.

It's also time to turn in your wheat acres. Be sure to double-check that what FSA prints out is correct. We get many errors or even missing acres. We can only go by the information we receive. This time of year is so pretty and exciting. We know you are super busy and having kids in sports is even more hectic. We have been there and understand. We are enjoying our grandson, who will be

turning 1 in January! Jill keeps him 3-4 days a week, and he is enjoying the combined rides so far! I can't wait to spoil him at Christmas!

We wish you a safe, great holiday season.

Rhonda Jones

Kirwin, KS

It's the middle of September, and the soybean harvest has started. Potential yields are not looking good.

Like most in Kansas, our area has received very little to no rain all summer. Wheat drilling will be upon us; hopefully, we'll receive an abundance of moisture by then. I was asked if much wheat would be planted this fall, and my response was fence row to fence row!

Prairie Horizon Ethanol Plant in Phillipsburg was sold and is being converted to a wheat gluten plant. Amber Wave is to be up and running in 2023. It will be interesting to see how this will affect the number of wheat acres planted in the area in the near future.

My oldest Grandson Cooper made my Strawberry Cream Cheese Scones for the Phillips County Fair and received Champion Quick Bread. We practiced making them, and he enjoyed the prepping part and using his hands to combine the butter and cream cheese with the flour. He said that was much easier than using the pastry blender! Give them a try....you won't be disappointed...not the usual dry scone.

Enjoy the fall, and best wishes for the rest of the year!

Clark Redding,
Larned, KS

Well, isn't this something? It's about that hot and dry. It has been a long time since it's been this bad in this area. Maybe 1988-1989, because that was bad, but in some areas, it's worse. One of my Kansas producers was zeroed out on every acre. No hail, just dry and hot. He said he'd never seen it this bad. I'm sure many would agree.

Northeast Colorado is not much better. Non-irrigated corn looks awful. Most non-irrigated corn is toast. Grain Sorghum has a chance, but if it makes a crop, it won't be a good one. Even the irrigated acres are hurting with the excessive heat for weeks on end.

Now, there is some upside. Crop prices are very positive. They are actually trending upward as I write this. The weather is the biggest factor, but the war in Ukraine will also figure in. God knows where prices will go if they have a poor harvest or no harvest.

The adjusters are working their tails off as we speak.

Finishing up a few late wheat claims and appraisals, appraisals, appraisals. A lot of the non-irrigated corn isn't worth harvesting, and a lot of it is just on the edge. What a year!

Let's hope we get six feet of snow this winter and the Chiefs and the Broncos have a good season. Now that would be a great start to 2023.

Kevin & Sara Ross
McClelland, IA

Fall has arrived in SW Iowa! Wow, another growing season wrapping up and early appraisals as well as yields are starting to roll in. Seeing variability

as expected with some corn yields being good and others lacking the moisture to fill those kernels out. Late rains kept soybeans in decent shape for the most part. Genetics seem to keep us in the game far better than several years ago. Credit to some very smart folks making resilient crops. Right around home here we caught some better weather than a lot of folks not far away, again demonstrating the widespread variability. Prices seem to be hanging in there and the reports have been slowly dropping national yields. Sell now and take the money, or store and ignore? It seems like the volatility in the market that was projected early in the year has truly played out and could continue. One of the marketers that I subscribe to kept saying that the lows could have been put in back in July. That is only one of the so-called experts though and a lot can happen in the world to make these markets continue to move, one way or the other. Wishing you all a safe and bountiful harvest in 2022! Good Luck and Stay Safe!

Ben Rand
Benkelman, NE

So here we are again. The never-ending cycle of production reporting and renewals. I have a stack of wheat renewals on my desk, I am submitting losses for MPCl on spring crops, and looking to the future for new risk management products. Wheat renewals are due September 30 and at the time I wrote this, the wheat discovery price was averaging \$8.65 with a .30 Volatility Factor. The markets are extremely volatile, and I do not foresee that backing off with the continued conflict in Ukraine as well as very poor domestic production. If you want, feel free to follow me on Twitter with MPCl

updates and price structures, my handle is @BenRand10.

If you have cattle, there has never been a better time to write LRP. I'm booking 6wt steers north of \$210, 9wts over \$193, and fats over \$155. If you are interested, reach out and I'll walk you thru it. Coverage levels and rates vary every day, and quotes are available at 4 pm CST, or 3 pm MST.

The kids have started school. Both were elected class presidents in Elwood. Noelle for the 8th grade and Noah for the 9th grade. Noelle is active in volleyball again and Noah is a lineman. I drew an Elk tag for NE for July's depredation season but was unable to fill it. Maybe next year. Towards the end of the month and most of October, I'll be home picking corn but will have my cell on me if you need anything. Do not hesitate to call or text.



HEALTH INSURANCE OPEN ENROLLMENT

CORBETT HAHN

The annual open enrollment periods for Medicare and ACA Marketplace are here. Here is what you need to know.

Medicare Annual Open Enrollment

The Medicare Annual Open Enrollment period runs from October 15th through December 7th. This is the time of year to review your Medicare Part D drug coverage. It's very important that you review this every year. This can be done with your agent, pharmacist, or there is usually help provided by SHIP (State Health Insurance Assistance Program). Even if your medications have not changed, your current Part D drug plan may change the way they reimburse you for your medications. In some cases, they may no longer cover some of your prescriptions. So please take the time to review your prescription coverage.

The Open Enrollment period is also a time to review your Medicare Advantage plan if you have one. Or, if you don't have one, you will have the option to enroll in one. There have been some updates for Nebraska that have brought some options for Medicare Advantage that weren't available before. However, suppose you are enrolled in a Medicare Supplement plan plus your original Medicare. In that case, you will need to visit with your agent before you make any moves to a Medicare Advantage plan to make sure it is the right decision for your health situation.

*Medicare Advantage and Medicare Supplement are not the same thing. If you are enrolled in a Medicare Supplement plan, there is no open enrollment that allows you to change

plans during this period. The open enrollment period is for Medicare Advantage and Medicare Part D drug coverage only. If you leave a Medicare Supplement plan and enroll in a Medicare Advantage plan, you may not be able to get your Medicare Supplement plan back.

ACA Marketplace Health Enrollment

The annual enrollment period for the Health Insurance Marketplace is November 1, 2022 – January 15th, 2023. With the passing of the Inflation Reduction Act, the changes made during the Covid relief bill will remain in effect through 2025. These changes expanded qualification for APTCs (Advanced Premium Tax Credits). The APTCs are based on family size and household income. Prior to the changes made in the Covid Relief Bill, household income was capped based on family size. If you were over the cap, you were not eligible for any assistance in the form of an APTC. However, these caps were removed during covid and have made eligibility for tax credits much easier. If you looked at marketplace plans in the past and didn't qualify for assistance, you may want to take another look. With the changes that have been made, most people qualify for assistance.

If you have questions about any of your health options during the open enrollment periods, please call me at 308-537-3511. I'd be glad to answer your questions or assist you with enrollment.



REDUCING YOUR RISK!

TINA MUIR

With fall and winter approaching, taking simple steps to reduce your risk of loss will also minimize your increase in premium by minimizing claim potential. Here are tips to avoid filing claims during the fall and winter months.

1. Run your water: If outside temperatures fall below 20° Fahrenheit, frozen pipes may become a common occurrence, so it's essential to keep your water running to prevent this. It's best to drip both hot and cold water lines to avoid freezing and relieve pressure in your pipes.

2. Insulate your pipes and circulate air: Another tip to prevent frozen pipes is to make sure they are well-insulated, especially spaces that aren't typically heated in your home, like the garage, attic or basement. Also, remember to circulate warm air around your house to prevent freezing, and open cabinet doors in your kitchen and any bathrooms to allow the air to reach the pipes.

3. Use water monitoring or leak detection technology: Water damage can be a nightmare for you and your wallet. Invest in leak detection technology or a water monitoring system to ensure that the smallest leaks are found. These will alert you if and when a leak appears so that you can shut off your water or get it repaired before damage occurs.

4. Weatherproof your house: Warm air rises, and any leaking out of your home can make its way to your roof. The warmth can then cause any snow or ice to melt and refreeze quickly, and this can lead to heavy ice buildup or even destructive ice dams. Inspect all openings in your house and make sure every window and door is weathertight.

5. Keep a consistent indoor temperature: If you plan to be away from your house for long periods of time, you'll want to remember to set your thermostat to a consistent temperature

anywhere between 55° and 65° Fahrenheit. This will prevent unwanted freezing of pipes or anything else in your home.

6. Inspect chimneys and heating appliances: Before you fire up the heater or light your first fire of the season, it's important to inspect your chimney and heating system. An inspection can reveal any problems that may cause a house fire. Inspections should happen annually; the best time to do them is in autumn.

7. Clean your gutters: No one looks forward to spending the day cleaning out leaves and other debris from their gutters, but you'll thank yourself for doing it later. When water can properly drain through an unblocked gutter, you'll be less likely to experience ice buildup or ice dams.

8. Maintain safe walkways: Keep the outside of your home safe for any person or animal that walks through it by melting the ice on walkways, stairways and driveways. You can use a mixture of salt and warm water to melt any ice, or you can try making your own natural deicer with rubbing alcohol, dish soap and hot water.

9. Trim heavy branches: Tree branches in the winter pose a risk to both you and your home when they become heavy with snow or get thrown around in a storm. Trim them back to prevent injuries or property damage from falling branches.

10. Clean Dryer Vents: Clean the space behind your clothes dryer and remove lint or dust that may have collected inside. Clean your outside vent cover.

11. Disconnect and drain outdoor hoses and irrigation: Disconnect your garden hose, blow out lawn irrigation systems and shut off the water to outside to prevent freezing pipes and valves.



GRADUATED DRIVER'S LICENSING... WHAT YOU NEED TO KNOW

KRISTY DIEFENBAUGH

Back when I was 15 years old, I went to the DMV, took an eye exam, and was given a learner's permit. I got my driving experience with either my mom or dad in the passenger seat, holding on for dear life. Then when I turned 16, I got a driver's license and was off on my own to go where ever, whenever, and would take as many people as would fit in my little Chevy Beretta.

Today there are strict standards for our youthful drivers, but there are also more options for driving permits and what age you can get a driving permit. In recent years, the State of Nebraska has changed to what is called a "Graduated Driver's Licensing" (GDL) program. For parents with teenagers and soon-to-be drivers, this information can be helpful to you. Here is a summary of the permits in the GDL program and how they may affect your auto insurance:

School Learner's Permit (LPE)

Age: Younger than 16 but at least 14 years of age. To prepare for a School Permit.

Driving: Must be accompanied by a licensed driver who is at least 21 years old.

License: Valid for 3 months and can be renewed.

Tests: Pass written and vision tests.

Insurance: Since an adult must accompany them, you will most likely not have to list them as a rated driver.

School Permit (SCP)

Age: At least 14 years and two months. Expires 3 months after 16th birthday

Driving: Drive to and from school over the most direct route unsupervised OR anytime when accompanied by a licensed driver who at 21 years old.

License: Held LPE for 2 months

Tests: Driver's Education OR documentation of 50 hours of lawful driving. Pass the driving test.

Insurance: Since they will be able to drive unsupervised, you will most likely need to list them as a rated driver on your auto policy.

Learner's Permit (LPD)

Age: 15 years of age

Driving: Must be accompanied by a licensed adult at least 21 years of age.

License: Valid for 1 year. It can be renewed.

Tests: Pass written and vision test

Insurance: You will probably not need to list this driver since they must be accompanied by an adult when driving.

Provisional Operator's Permit (POP)

Age: 16 years of age.

Driving: Drive unsupervised. No driving from 12:00 am to 6:00 am from school activities or work. No more than one passenger younger than 19 who is not a family member for the first 6 months of having this permit. Drive anytime with a licensed driver who is at least 21 years old.

License: Must have held an LPE, LPD, or SCP for at least 6 months.

Tests: Driver's Education OR documentation of 50 hours of lawful driving or hold a School Permit.

Insurance: They will need to be added as a rated driver on their parent's auto policy even if they don't have a car to drive. They are now licensed and have access to the guardians' vehicles.

Unrestricted Driver's License:

Age: Must be 17 years of age and have held a POP for 1 year. They must not have accumulated 3 or more points in the last 12 months.

Insurance: Again, they will need to be added as a rated driver on the parent's auto policy, even if they don't have a car to drive. They are now licensed and have access to the guardians' vehicles. If this youthful driver does have their own vehicle, you have the option to get them their own policy. However, that is usually much more expensive.

Every insurance company has rules and rates regarding youthful drivers in the household. If you have a teenager who will soon get a permit to drive, be sure to call your agent to see how it will affect your insurance policy.

***Information from <https://dmv.nebraska.gov>*

UNDERSTANDING YOUR BASIC AUTO INSURANCE COVERAGE

DIANE O'DONNELL

The basic auto insurance policy consists of 6 types of coverage. Most states have mandated coverages that provide some financial protection. The six types of basic auto policy coverages consist of: bodily injury liability, property damage liability, medical, collision, comprehensive and uninsured, and underinsured coverages. Here are some explanations of those coverages to help you understand your auto policy that most basic policies consist of.

Bodily Injury Liability: This covers the costs associated with injuries and death that you or another driver cause while driving your car.

Property Damage Liability: This coverage will reimburse others for damage that you or another driver operating your car causes to another vehicle or other property, such as a fence, building, utility pole, etc.

Medical Coverage: This provides reimbursement for medical expenses for injuries to you or your passengers.

Uninsured and Underinsured Motorist Coverage: It reimburses you when an accident is caused by an uninsured motorist or in the case of a hit-and-run or a motorist that does not have enough insurance to pay for your damages.

Comprehensive: This provides coverage against theft, fire, flood, vandalism, hail, falling rocks or trees, and other hazards, including contact with animals. Glass damage is covered under this also, paying to repair or replace a cracked or shattered windshield. Some companies offer full glass deductible, where the insured pays no deductible for glass replacement.

Collision: This pays for damage to your vehicle when damage results from a collision with another vehicle or object or rolling it over.

Optional endorsements can be added to your auto policy for different coverages, such as Emergency Roadside Assistance, Rental Reimbursement, Gap coverage, etc. Specific discounts may also apply.

Don't hesitate to contact The Home Agency to discuss your auto insurance needs with an agent. We will be happy to help.



HOW IS THIS POSSIBLE

AL KUZMA

For those of you old enough to remember the late, great Yogi Berra, he had some unforgettable quotes. One of my favorites is "It's like déjà vu all over again."

Today is Wednesday, September 14, 2022. We have a new football coach in Nebraska, Mickey Joseph. He just gave his first press conference; I liked what he said. Oklahoma comes to town on Saturday. Yesterday was a bloody day in the market; the Dow lost 1,261 and the S&P lost 336. The S&P 500 Index for 2022; we are -17.5%. I imagine you are reading this sometime in late November or early December. Starting in mid-January, financial institutions will issue 1099's for the tax year 2022.

This information is specifically directed to investors that hold mutual funds OUTSIDE OF RETIREMENT ACCOUNTS. In 2002, I was shocked when I opened my 1099 from my American Funds account. My account value went down 20%. Yet the document I was holding in my hand said that I had a taxable gain of over \$20,000! How did that happen?

Continued on page 17...

The Basics

I was reminded of this in April. I had some new clients come in with their 2021 income tax returns. I noticed on lines 3a and 3b they had \$9,184 of dividends and on line 7 they had \$49,730 of capital gains. The origin of these dividends and capital gains were mutual funds not held in a retirement account. These distributions were creating over \$8,000/year in income taxes.

Mutual funds are a collection of individual stocks that have a common objective: growth, income, technology, precious metals, health care, etc.

If you have an EQUITY fund that invests in individual stocks, as my clients did, typically the underlying assets kick off dividends or capital gain distributions.

If you receive income from dividends in your mutual funds this is taxed at ordinary income rates. If you are a single taxpayer and have income from \$0-\$10,275 your marginal tax bracket is 10%; \$10,276-\$41,775 it is 12%; from \$41,776-\$89,075 it is 22%; \$89,076-\$170,050 you are in a 24% bracket; \$170,501-\$215,950 it is a 32% bracket; \$215,951-\$539,900 it is 35%; and \$539,551 + you are in a 37% bracket.

For a married couple filing jointly \$0-\$20,550 falls in a 10% marginal bracket; \$20,550-\$83,550 is a 12% marginal bracket; \$83,500-\$178,150 is a 22% marginal bracket; \$178-\$340,100 is a 24% and it goes up from there to \$647,100 + is taxed at 37%.

A capital gain occurs when a mutual fund manager buys a stock, say for \$100,000, and then sells it for \$110,000. The \$10,000 gain is considered either a short-term capital gain or a long-term capital gain depending on how long the asset was owned by the fund. If it was owned for 12 months or less and then sold for a profit, then it would be a short-term capital gain and is taxed like dividends-at ordinary income tax rates as I mentioned above.

If the underlying asset was held for longer than 12 months, then it is considered a long-term capital gain and is taxed differently. Those rates will be either 0%, 15%, or 20%.

If you are single and have \$0-\$40,400 taxable income, you will have no capital gains tax. If you are single and have a taxable income of \$40,401-\$445,480, you will pay 15% on your capital gains, and if you are single with an income of \$445,481 +, your capital gains rate is 20%.

For a couple filing jointly here is the breakdown; \$0-\$80,800 they will pay no capital gains; from \$80,801-\$501,600 they pay 15% and above \$501,601 capital gains are taxed at 20%.

Possible Solution

I have been doing this for a long time-almost 50 years. It has been my experience that people put money in mutual funds for long-term capital appreciation.

In 1993 Exchange Traded Funds (ETF) came on the market. However, it took about fifteen before ETFs became mainstream. Both mutual funds and ETFs are a vehicle for capital appreciation. ETFs, however, are structured to be more tax efficient since there are fewer “taxable events” in a conventional ETF structure than in a mutual fund.

A mutual fund manager must constantly rebalance the fund by selling securities to accommodate shareholder redemptions or to reallocate assets. These sales of securities within the mutual fund portfolio create capital gains for the shareholders, even if the shareholder has an unrealized loss such as I experienced in 2002.

In contrast, an ETF manager accommodates investment inflows and outflows by creating or redeeming “creation units” which are baskets of assets that make up the entirety of the ETF investment. As a result, the investor is not exposed to capital gains on an annual basis. An ETF investor will pay capital gains tax when they liquidate an ETF.

Bottom Line

- 1) If you own mutual funds outside of a retirement account look at a prior tax return to see if you are paying income tax on qualified or ordinary dividends and capital gains (lines 3a,3b, and 7).
- 2) If you are, you might consider an Exchange Traded Fund (ETF) as an alternative.
- 3) Check with your tax advisor!

And for the attorney’s out there: I am not a CPA; I cannot give tax advice. I am not an attorney I cannot give legal advice.

I am, however, a financial advisor, with 49+ years of experience. I also know that if you pay an additional dollar in taxes that you do not have to, you can never get it back.

If you have questions, call the good folks at The Home Agency or feel free to reach out to me at 402-438-4200 or alan@kuzmafinancialservices.com.

Till next time-God Bless.



*Alan E. Kuzma, CLU ChFC,
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BALDONADO PERSONALS

Run, run, run! Or in my case, walk as fast as you can and try to be in two places at one time.

With the Iowa grandsons playing football and soccer on Saturdays and Sundays, and Jr. High football on Tuesdays, plus Nebraska football and volleyball on the weekends, it makes for a long six weeks of being gone. I wouldn't trade it for the world. These boys are fast...all four of them, and they can score from any place on the field. We are proud grandparents! During the week I try to get Lincoln and Maverick to do some fishing with Grandpa.

The BEST is holding "P" when I can. She is going to be a very special (and spoiled) little girl to Grandpa.



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