



Fall 2018

# the COUNTRY BANKER

Your News. Your Life. Your Country Bank.

## BRUNING STATE BANK

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### Life Lessons

My wife and I occasionally attend church in Lincoln, and during one particular Saturday night service at St. Paul UMC, the minister printed out a list of things he has learned over the years, some of which were spent in rural Nebraska. So, with his permission, here are the 15 things Pastor David Lux learned in the Sandhills of Nebraska in the late 70s and early 80s.

15. You are being rude if you don't raise your index finger of the steering wheel in greeting when you pass someone going the other way, even if you don't recognize them.
14. When people invite you to "dinner", that means noon.
13. Rocky mountain oysters are locally grown.
12. Leave your keys in your car in case someone needs to borrow it.
11. Leave your house unlocked when you are gone in case someone needs to drop off something that needs to be refrigerated.
10. At church dinners, scalloped potatoes go with ham and mashed potatoes go with beef, and don't ever get those mixed up.
9. If your car breaks down on the highway or a road outside of town, it will be a long time before someone comes by, but when they do they will stop and help.
8. At potluck suppers, be sure to watch who brought what. You soon learn who is a really good cook and their food goes quickly, and you learn who – well, let's just say there's a few whose eyesight isn't as good as it used to be and you might find a surprise in their dish.
7. Be sure to say "hi" to everyone you meet on the street. You may not know who they are, but they sure know who you are.
6. (this was before cell phones and internet) If you wanted to get the word out about something in a hurry, place one or two strategic calls and everyone in town will know about it in an hour at most.
5. Don't be surprised to read about what you did Friday night in next week's newspaper, even if you just stayed home and did the laundry.
4. When eating in someone's home, don't load up your plate too much the first time, because the way you say thank you is to ask for a second helping. And there's always dessert, and lots of it.
3. Know how to drive a stick shift, and when closing a fence gate, be sure to notice which side of the fence you are standing on so you don't fence yourself out from the vehicle you are hoping to ride in.
2. Don't wear white tennis shoes to a branding. Drum roll please!
1. If someone offers you chickens, be sure to ask if they're dead yet.



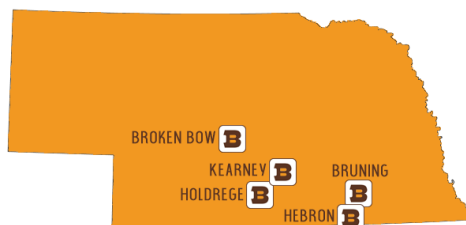
FRED D. BRUNING

Some lessons you learn the hard way.

This describes rural America, places we all love and cherish. Having "good family, good friends, and good neighbors" is a blessing we sometimes take for granted!

*—Fred D. Bruning, Chief Executive Officer*

"Life may be hard, but it's also wonderful!" - Small Change



[www.bruningbank.com](http://www.bruningbank.com)

Be sure to look for more News Stories updated on the BSB website in between published newsletters. Look for them on the homepage!

# One Step Forward

I've often said that every time there is a step forward in technology it seems like there is a step back also. I have realized this more lately since Mary and I have had health problems. Faster ways of communicating like e-mail, Facebook, and such, have been developed, but I think personal visits, phone calls, and cards are so much better! I'm so thankful for all the friendships that we have developed during my banking and farming career. When you really have the "blahs", that personal interaction is something that perks you up like nothing else can. I regret that over the years I may have not shown the same concern and made as many visits to friends that I could have. Friendships that you have made through your business and personal life really come back loud and clear.



FRANK L. BRUNING

I think in rural America we take all of these friendships for granted because when we talk to our city friends they are amazed at the camaraderie that we have here and they crave that interaction that we have.

Rural communities are really struggling due to the population decline, both on the farm and in small communities. If we could just rebuild that population in each community and add a few jobs it would fulfill the desire of many young people who want to return to communities with small schools, a viable church life, and community activities to be a part of.

I think every community needs to work to encourage some of this transformation. Our little community of Bruning has made some good steps in that direction with a new fire hall, expanded business activity, and trying to provide employment for those who want to come back. Maybe we as parents, grandparents, and citizens also need to make the young people aware of the opportunities that do already exist in our rural communities.

*Reach out to people, having no reward or benefit to yourself in mind. You might be amazed just how those friendships can shower you with kindnesses you would never have expected!*

**-Frank L. Bruning, Chairman of the Board Emeritus**

*"Try to be a rainbow in someone's cloud" - Maya Angelou*

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## Jerry's Journal



JERRY CATLETT

Return on investment (ROI): is a performance measure, used to evaluate an investment or compare a number of different investments. ROI measures the amount of return on an investment, relative to the investment's cost. To calculate ROI, the return of an investment is divided by the cost of the investment. The result is expressed as a percentage or a ratio.

I'm offering up the above definition of ROI as a financial measure and there are plenty of variations of the definition available on any web browser. ROI is the most broadly used measure of a company's success and efficiency. You can find our and any other bank profitability (income) and asset information via the Federal Deposit Insurance Corporation (FDIC) website [www.fdic.gov](http://www.fdic.gov). Look for Call Report information, all community banks are required to file quarterly.

Here at Bruning State Bank we also measure ROI in terms of the investment we make in our great people! We all know that training is necessary, yet, most importantly it is what you do with that training. Our staff is doing a great job of using those opportunities to further their education and career's.

Ryne Philippi and Zach Messman had the opportunity to attend their first on campus session at the Graduate School Banking in

Madison, Wisconsin. A sincere "Thank You" to them and their families as they were away, and for the understanding and patience as they complete course work prior to them returning to campus next year. It is a huge commitment by them and a huge thanks goes out to our Bruning location staff that are filling in for them while they are on campus. As well, thank you to our clients for your patience and understanding.

As discussed in previous articles we are in the midst of "Effective Leadership Training" for our staff. We are making progress, yet, I need to continue to get better.

Even before leadership training and it has only gotten stronger as it progresses, is the commitment that our people have to the communities that we serve. My sincerest appreciation and thanks to each staff member that is involved in a chamber of commerce, economic development, 4-H, church, service club and numerous other organizations. They are using their talents to better the world!

The Bruning family is certainly like any business owner, they want to achieve a reasonable ROI and fortunately for us as employees, they also want the highest ROI for each of us in our careers and families.

Have a great fall!

**-Jerry Catlett, President, COO**

## Teamwork



CHRIS MCQUILLAN

As Fall nears excitement begins to build for the sports associated with this time of year. Whether you grew up in Nebraska or are a transplant you know the importance of Nebraska Football and Volleyball and the trickledown it has all the way to the newborn wearing a scarlet and cream onesie with the recognizable “N” on it.

I was fortunate enough to grow up in Nebraska and attend many Nebraska games in my youth. In college, and for six years after, I had the opportunity to witness Nebraska Football and Volleyball from the inside as an equipment manager for the Nebraska Athletic Department. All of those experiences and time around great leaders led me to the title of this article *Teamwork* and the importance of it in sports and in life.

Dictionary.com defines teamwork as “cooperative or coordinated effort on the part of a group of persons acting together as a team or in the interests of a common cause.” I’m sure you’ve all heard the “Together Everyone Achieves More” or “There is no I in team.” Coach Cook has been quoted saying that “the “I” in iPhone represents how many young people see the world” and that’s a huge problem! Be it your marriage, your farm, your career or your sports team they all require teamwork. You may ask how does my farm incorporate teamwork? Assuming you employ an agronomist, a seed dealer,

an insurance professional, a commodity advisor, an attorney, an accountant, and a banker, that’s a pretty large team and that doesn’t even include employees that may work for you. A team this size needs to communicate well to achieve common goals!

My challenge to everyone reading this is: as you roll into the next season of life be it sports, harvest, career, getting married, adding a child, losing a family member or whatever life throws at your team, grow your relationships with your teammate(s) so confidence in the team can grow along with it. Building trust requires honesty, integrity, caring, competence and consistency. Know that self-sacrifice is also a necessary part of being a good teammate. If you’re only worried about yourself and not the others around you, trust begins to deteriorate. In Coach Osborne’s book *Faith in The Game* he wrote that “The prevailing attitude on a team can be that of self-sacrifice and concern for the team” and “The essence of teamwork is servanthood.” Please take Coach’s advice and great things will happen! I hope you all have a safe and successful next season of life and that Coach Frost and his

“**Know that self-sacrifice is also a necessary part of being a good teammate. If you’re only worried about yourself and not the others around you, trust begins to deteriorate.**”

team can work a miracle in year one!  
Go Big Red!

- Chris McQuillan, Agricultural & Commercial Loan Officer

## Benefits of Shopping with Bruning State Bank



COREY SWARTZENDRUBER

It creeps up on us each year, much like the temperatures dropping in the fall. You don’t notice it at first but much like the weather, you’ve had to wear a jacket a couple of times and all of a sudden it is noticeably colder, the days are shorter, and it is Fall. It’s the same way for my wife and me as the leaves start to change. She’ll ask what we should get for this relative or that one for their birthday and all of a sudden, we realize we are in our yearly birthday rush where it seems a parent, sibling, niece, nephew or one of our kids has a birthday every single day until the inevitability that is buying Christmas presents starts. She may dispute this but I would guess that 99% of our relatives have birthdays between the start of September and the middle of December, making me long for the days of spring and summer when we don’t have to try to guess what toy would really make a six year old’s day or come face to face with the reality that we are both old and neither of us have any idea what an 18 year old would want (we try to always go with cash in that case, you’re welcome, Sydney). But whether you know exactly what to get for your loved ones or struggle like the Swartzendrubers, Bruning State Bank is here to help with a new program we are launching this fall.

It has become clear and we have written in this space many times, that debit cards have become very popular, not just with our customers but around the world. We recently upped our daily limits on all of our cards and have run a promotion for our Card Valet product that gives our customers the power to control their card from their phone. Card Valet is completely free and if you want to give your ole pal Corey an early birthday or Christmas present, go ahead and sign up for it today! But given that the holiday shopping season will soon be upon us, we thought we could do more and so for a limited time, between Halloween and New Year’s Day, we will be raising your point of sale limits on your card to \$3,000 per day.

Whether you are considering buying major appliances during a Black Friday sale or just have an Amazon addiction that won’t quit, we want you to be able to make your purchases during this busy time of the year without having to call the Bank to change your card limits. Of course, we always love to hear from you and are glad to help with whatever questions you may have. Know too that our fraud detection systems will be running as usual so that we aren’t sacrificing security for convenience. And the great news with Card Valet is that if you don’t need the \$3,000 Point of Sale limit and would like to lower it on your card, you can do that from the app! Our friendly staff is here to help with any questions you may have about that as well! We want to be the first card you reach for when you are out at the stores, click on when you are making a purchase online, or tap when you open your mobile wallet. Happy shopping!

-Corey Swartzendruber, Chief Information Officer



# Banking On-The-Go

We're starting to feel a familiar chill in the air – drumming up nostalgia for every Nebraskan that it's time for Husker Football! We'll stay away from foresight and opinions about the upcoming season and stick to our area of expertise, banking. We want to fill everyone in on some new features our mobile banking app offers for convenience on the go.

Banking features you can use at the game...

Didn't get to the bank to deposit a check before you left town? No problem! Use our mobile deposit feature on the Bruning State Bank app on your smart phone. You can use the app to check balances and transfer money between accounts instantaneously as well.

Pay for your new Husker gear or pre-game festivities with Apple and Samsung pay attached to your Bruning State Bank debit card!

Think you lost your debit card somewhere throughout the day's activities? No worries! With the "Manage my cards" feature of our mobile app, you can block the card to temporarily shut it off while you search your coat pockets and between the car seats. If you find it on the way home, simply log back in to the app and turn the card

back on. Easy peasy! This feature also allows you to set limits on transactions both by location and amount for your peace of mind.

Forgot your password? We got you! Our mobile app now has a link to securely reset your password right from your phone. No more need to log in from a computer to do so. So handy!

Did you forget to get signed up before you left for the game? Well, we have a solution for that, too. Our customers now have the ability to enroll in Online and Mobile Banking right from the app on their phone. Simply download the app, open and tap on "Enroll Now" to sign up right from your phone.

Our IT department is constantly striving to make banking with Bruning State Bank more convenient for our customers. When something new rolls out, our Customer Service department can't help but shout it from the rooftops. It makes life so much easier for our customers and we love to help people. Contact us with any questions about these new features today so you never have to miss a play!

*-Customer Service, Broken Bow*

## Updates in the Mortgage Department



MICHAELA NIELSEN

Over the last several months, the Mortgage Department has been implementing some exciting changes that will enhance customer experience and increase department productivity. We recently switched to a new software program that offers a streamlined platform, which enables us to process loans more efficiently. The new program allows customers to apply online, electronically sign loan disclosures, upload requested documents, and track the status of their loan. Check out our new and improved Mortgage Center by clicking the link under the Home Mortgage Loans tab on our website!



*Whether you choose to use the online feature or prefer pen and paper, our mortgage staff continues to be available by calling or stopping in your local branch. We are committed to the friendly, personal service that we always strive to provide.*

We are also pleased to announce that our product offerings have expanded! We now offer the following government mortgage programs at all locations: USDA-Rural Development (RD), Federal Housing Administration (FHA) and Veterans Affairs (VA). There are also conventional mortgage programs that allow for a smaller down payment. These programs can be beneficial for first-time homebuyers who may not have the standard 20% down payment; however, being a first-time homebuyer is not a requirement of every program.

Stop by your local Bruning State Bank location to find out what we can do for you!

*-Michaela Nielsen, Mortgage Loan Officer*  
NMLS #894658



We will be switching check companies in mid-November from our current company Deluxe to Main Street Inc. This will affect Personal and Business accounts. Please save your previous order history, because when you are ready to re-order checks we will not have access to what was previously on your check or the next starting number. If you have any questions, please call your local Bruning State Bank branch and we will be glad to help you!

# Farm Real Estate Market Trends



CRAIG POPE

Final results are available in a publication titled 2017-2018 Nebraska Farm Real Estate Market Highlights. Annual surveys are taken in February each year from nearly 120 expert-panel members across the state and this is no different than the past 3 years showing a decline in Nebraska agricultural land values for the fourth consecutive year. The statewide average market value per acre during the past year dropped 4 percent to \$2,720 per acre which is an 18% decrease from 2014 highs.

The survey and results are conducted by Jim Jansen, Agricultural Economist with Nebraska Extension and Jeff Stokes, Professor & Hansen-Clegg-Allen Chair of Agricultural Banking and Finance.

The publication not only tracks land values but also net rate of returns, crop and grazing cash rental rates, and factors influencing current agricultural land markets across 8 regions in Nebraska to track local trends. Please keep in mind the information gathered and summarized in the publication should for general informational purposes because productivity of cropland can vary significantly based on soil types and precipitation.

Copies of the annual Nebraska Farm Real Estate Market Highlights publication can be downloaded free at <http://agecon.unl.edu/realestate> or are available in a hard copy for \$7.00 each by contacting Linda Tesch at 402-261-7572 or by emailing Linda at ltesch1@unl.edu.

## Highlights

- Average land value changes by district varied from a 7 percent reduction in the North to 1 percent in the Southeast.
- Tillable grazing land saw the greatest decline of 7 percent. The changes were particularly notable in the East and Central districts where values dropped 11 and 10 percent, respectively. However, tillable grazing land in the Southeast district was an exception and increased 2 percent.
- Two other categories, dryland cropland with no irrigation potential in the Northeast and non-tillable grazing land in the Southeast, were the only others to see an increase.
- Survey participants identified crop prices and property tax levels as significantly contributing to the drop in land values.

	State/Acre	% Change
All Land Average	\$2,720	-4%
Center Pivot Irrigated Cropland*	\$6,130	-3%
Gravity Irrigated Cropland	\$5,795	-5%
Dryland Cropland (Irr. Potential)	\$4,115	-3%
Dryland Cropland (No Irr. Potential)	\$3,100	-1%
Grazing (Tillable)	\$1,250	-6%
Grazing (Non-Tillable)	\$835	7%
Hayland	\$1,710	-6%

\*Cash rents on center pivot land assumes landowners own total irrigation system.

Due to the inherent limitations of this survey, information in this report should not be used to set a specific rental rate or value a particular parcel of real property for sale or property taxes, security for a loan, and other related legal matters.

-Craig Pope, Hebron President

# Welcome

Bruning State Bank is excited to welcome new bankers to our team!

**Ken Mehlin** joined our Kearney team as the Kearney Branch President. Ken grew up on a farm near Humboldt, NE, where his father was a farmer and his mother was an elementary teacher. He graduated from Humboldt in 1989, and started college that fall at UNL as an AgriBusiness Major. Ken also had the opportunity to play for the Husker Football team and was All Big-Eight his senior year in the offensive line and was Academic All-American his senior year. He graduated in May of 1994 from UNL and began his banking in Elm Creek, NE in 1994, where he performed many functions at the First State Bank, one of which was an agricultural loan officer.



In 1998, Ken began working for the United Nebraska Bank in Holdrege, NE, where he worked with other future Bruning State Bank employees, including, John Boehler, Kyle Anderson, Leslie Wood, and Nancy Hoeck. Just prior to joining the Kearney Branch, Ken was an agricultural and commercial loan officer for eight years with the First National Bank of Omaha – Kearney Branch.

Ken and his wife, Cindy, live in Kearney and have three beautiful daughters, Erin, Ashton, and Ellise. Cindy is a physician assistant with Family Practice Associates in Kearney. Erin is starting her sophomore year at the University of Nebraska – Kearney. Ashton is a senior at the Kearney High School. Ellise is an 8th grader at the Sunrise Middle School in Kearney.

Ken is excited to serve Kearney in a great, community bank. He looks forward to growing the Kearney Branch with the touch only a community bank can give. Stop by our Kearney Branch and welcome Ken to the Bruning State Bank family.

**Bryanna Dudgeon** joined the Bruning team as a Customer Service Representative.



Bryanna is originally from Hebron, NE. She attended Southeast Community College and gained banking experience in Lincoln and York, NE. She has also received her license in property and casualty insurance. Bryanna is happy for the opportunity to be closer to home and to be able to spend more time with family. She is excited to continue to see familiar faces and meet new customers at BSB!

Stop in sometime to say hello and welcome Ken and Bryanna to our staff!



**Bruning State Bank**  
**INSURANCE AGENCY**



KATHY ROBERTS



BRIAN HULSE



KRISTEN MONTEFORTE

## Ownership and Insurance

Do you have all your vehicles, home, farm, equipment, and other property insured correctly?

Is your multi-peril crop insurance written properly?

The definition of "ownership" according to merriam-webster.com is: "Ownership is the state, relation, or fact of being an owner."

"Owner" is then defined as: "a person or group that owns something. A person who owns something is one who has the legal or rightful title to something: one to whom property belongs."

Property can be owned by an individual, a group of individuals, a corporation, partnership, LLC, Trust, or other entity. It is important to obtain insurance coverage based on the ownership of the specific property. Responsibility goes to the owner and liability coverage needs to be in place for the correct owner.

Examples:

1. If a vehicle is owned by John Doe, then John Doe needs to be the named insured on the insurance policy. If there is an accident, no matter who the driver is, the injured party will initially look to John Doe as the responsible party. John Doe could sustain financial loss and may suffer some legal consequences if he doesn't maintain liability coverage.
2. John Doe also owns a home and has insurance on that home. He forms a Trust for estate planning, but remains living in the

home. BOTH John Doe and his Trust should be listed as an insured on his insurance policy to provide protection for both entities.

3. ABC Corporation is the titled owner of a vehicle – ABC Corporation needs to maintain their own liability coverage to protect themselves legally and financially.
4. John Doe has multi-peril crop insurance and has recently created Doe Farms, LLC. The LLC is the owner and all grain will be sold in the LLCs name. John Doe's individual policy needs to be cancelled and coverage should be rewritten in the name of Doe Farms LLC.

Rule of thumb: You can't insure something that you don't own.

Please make sure you have all your bases covered before there is a claim.

Let us know if you HAVE or WILL BE creating a new entity so your insurance policies can provide adequate protection for all entities involved.

*Kathy, Brian, Kristen & Lary  
Bruning State Bank Insurance Agency*

## Health Insurance Reminders

### Health Insurance:

**November 1, 2018 – December 15, 2018**

*Open Enrollment Period to sign-up or change coverage for 2019!*

### Medicare Part D (Prescription Drug):

**October 15, 2018 – December 7, 2018**

*Open Enrollment Period for 2019*

Prescription Drug plans need to be reviewed!

The plans change every year including:

- Monthly premiums
- Deductibles
- Co-pays
- HOW and WHAT medicines are covered

Make sure you have the best plan for your needs.

Contact us to review your health insurance and Medicare Part D coverage.

*Kathy Roberts & Brian Hulse  
Insurance Agents*

## Crop Insurance Notes:

**LOSSES:** Give us a call if you anticipate a loss on any crops. Agents can only submit losses at the request of an insured. Be sure to contact us before cutting any corn for silage.

**PREMIUMS:** Row crop premium is due September 1st. Interest will be added starting October 1st.

**SALES CLOSING:** Deadline to change, cancel, or sign-up for 2019 Wheat multi-peril crop insurance is September 30, 2018.

**WHEAT FINAL PLANT DATE:** Nebraska – October 15th  
Kansas – October 31st

### HARVEST NOTES:

- Keep irrigated and non-irrigated bushels separated
- Keep production separate for each section of ground
- Prior approval is needed to co-mingle grain in the bin
- Keep load records to assist in calculating bushels in bins
- Report your yields so a loss notice can be submitted if needed

*Your Crop Insurance Agents*

*Kathy, Jeff, Shari, Craig, Brian, Zach, Ryne & Janet*

Not FDIC Insured. Not a guarantee of the Bank. Not a deposit of the Bank. Not insured by any federal government agency. May go down in value.



# BRUNING STATE BANK

## WEALTH MANAGEMENT

### Will I Have Enough Money to Retire?



DAVID FROOK

We are at a financial “perfect storm” as the “Greatest Generation” is living off their life savings and the “Baby Boomer” generation enters their retirement years. The perfect storm is a confluence of low interest rates, inflation, uncertainty in the market, and longevity. The question many retirees and near retirees are asking is either, “Will I outlive my retirement money?” or, “Will I have enough money to retire?”

One of the old rules of thumb for a portfolio was to subtract your age from 100 and that’s the percentage you should keep in stocks (for example a 30 year old has 70% stocks/30% bonds, and a 70 year old has 30% stocks/70% bonds). There are numerous problems with that strategy. Number one is that people are living longer so now we’re seeing some advisors suggest using 110 or 120 rather than 100. But more importantly, it doesn’t address individualized factors such as... What is your risk tolerance? What are bond prices going to do in the mid-term? How much guaranteed income do you need without relying on market performance? What are your income sources? When do you need to start drawing income? Do you plan to leave a legacy?

Another rule of thumb used to be a “traditional retirement allocation” of 60% stocks to 40% bonds. Ask someone how their 60:40 portfolio worked for them in 2009. Sure it did better than 100% stocks, but it still dropped in the neighborhood of 15 – 25%. Retirees can’t afford that type of portfolio loss.

It’s great that we are living longer, but as we stretch our retirement years we need more money in our “nest egg” to last. Low interest rates have hurt the CD as a safe source of income. If a person invests all their retirement savings in CDs they can expect to lose purchasing power to inflation. Ask a person in mid to late retirement about inflation. When you’re on a fixed income that’s about the same amount as it was ten or fifteen years ago, but all your living expenses have gone up, it causes a great deal of stress. The good news is that CD rates are beginning to inch their way up and we’ll be able to use them again for some retirement income.

Bonds have long been a safe haven for retirees with incremental risk and typically a higher reward in interest payments helping against

rising inflation. However, bond coupons decreased considerably post 2008. Bond values have an inverse relationship to interest rates – as interest rates increase, bond values decrease – putting pressure on another retirement income standby. On the other hand, ask a person approaching retirement in 2008 who had 30-70% of their savings in equities how that effected their retirement plans. If you are near retirement and you have a majority of your savings in the stock market, there is simply too much risk because time is no longer on your side – you don’t have years to recover substantial losses.

One solution to the complex and challenging distribution phase of your retirement is called a Time Segmented Income Distribution Plan. The basic idea for creating an income distribution plan is to “ladder” your income assets into time segments. We’ll develop a strategy that divides your assets into risk categories that match the time segments. Typically we start with five segments, each covering five years, for a total of twenty-five years of retirement (customized for your situation). If necessary, we’ll create a sixth segment for longer retirements or legacy gifting. For example, in the 1st segment of retirement (1-5 years), your investments needed for income will be very conservative, such as CDs, fixed annuities, and bonds. The 2nd segment (6-10 years) may have some similar investments as Segment 1, but may also include longer duration bonds, structured CD’s, and possibly managed portfolios.

As we go out in time, we take on incremental calculated risk that makes sense for your situation. The goal is to mitigate market risk in the near term with conservative investments and mitigate inflation risk in the long term with investments that have opportunities for growth. As time goes on in your retirement, we will continue to shift assets to more conservative pools that make up your guaranteed and immediate income pool. We will have target returns for the various Segments, and if we reach those targets early, we’ll shift funds to an earlier Segment to take more risk off the table.

Our goal is to help meet your income needs during retirement using pools of assets working for you over time and provide you with an income plan to last your lifetime.

*-David Frook, Financial Planner*

All investments involve the risk of potential investment losses and no strategy can assure a profit.

Securities offered through Securities America, Inc. Member FINRA/SIPC. David Frook, Registered Representative. Advisory Services offered through Securities America Advisors, Inc. David Frook, Investment Advisor Representative. Bruning State Bank and Bruning State Bank Wealth Management are unaffiliated with Securities America. May Lose Value, Not FDIC Insured, No Bank Guarantee Not a Deposit, Not Insured by Any Federal Government Agency.

# BRUNING STATE BANK

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## MARK YOUR CALENDAR

### September:

- Sept 3 – CLOSED in observance of Labor Day.
- Sept 11-13 – Husker Harvest Days  
*Grand Island, NE*

### October:


- Oct 8 – CLOSED in observance of Columbus Day.
- Oct 31 – HALLOWEEN enjoy your community Trunk or Treat events!

### November:

- Nov 4 – Daylight Saving Time Ends
- Nov 11 – Veterans Day
- Nov 12 – CLOSED in observance of Veterans Day.
- Nov 22 – CLOSED in observance of Thanksgiving Day.
- Nov 27 – Dr. Kohl in Bruning  
*Sponsored by Farmers & Ranchers College, along with donations from BSB, UNL Extension, & area agri-businesses.*
- Nov 28 – Dr. Kohl in Holdrege  
*Sponsored by BSB.*

As a joint effort between Bruning State Bank and the Nebraska Bankers Association, we are excited to offer one ticket per family at no cost. These tickets will be available on a first-come, first-served basis. Please let a Loan Officer at any location know if you are interested in attending!

Dr. David Kohl is a world-renowned speaker and educator from Blacksburg, Virginia. He received his MS and PhD degrees in Ag Economics from Cornell University. He taught for 25 years at Virginia Tech University and is currently Professor Emeritus there. Take advantage of these opportunities to hear an Agricultural Update and the Road Ahead!



## Set it and Forget It!

Most of us have automatic payments set up for insurance, loans, or utilities. But, have you automated your savings? By setting up an automatic transfer from your checking account to your savings, you can begin to "Build and Maintain Wealth." Often, your employer is also able to direct a portion of your paycheck to a savings account. The amount saved may start out small, but can be increased gradually as a pay raise, bonus, or other income comes your way.

As time goes by, you may decide to subdivide your account on paper or a spreadsheet. This will allow for targeted saving for an upcoming vacation, education expenses, car repairs, and of course, to maintain an emergency fund that you can borrow from for those unexpected, but common, expenses.

Later, you may choose to open a money market account or purchase a CD with a portion and/or deposit a portion into an investment account. Please contact your local Bruning State Bank Branch for more information on beginning or accelerating your savings strategies.

*- Mary Nova, Business Banker*