

BRUNING STATE BANK

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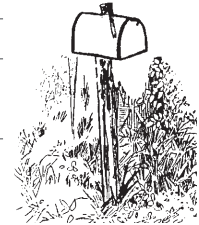
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A Branch of Bruning State Bank • Broken Bow, NE

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"YOUR COUNTRY BANK"



December 2012/January 2013

Vol. 29 No. 6

A Simple Thought...

"After-tax profit is the only unending source of principal repayment... yet most individuals in U.S. agriculture engage in every fiscal maneuver possible to avoid paying income taxes."

- Roy Ferguson, The Ferguson Ag Report

This statement could be elaborated upon and challenged by many, but principal repayment is still the road to success. Need I say more?

*Frank L. Bruning – Banker Frank
Chairman of the Board*



Merry Christmas

Planning, Giving, and Trusts...

This time of year, and whenever you're planning your trust or estate matters or family giving, I encourage you to keep your church, foundations, and other charitable organizations in mind as opportunities for sharing.

We have so much to be thankful for here in the heartland and it's important to remember there are so many who are less fortunate and are dealing with health conditions, weather impacts, financial struggles, and other life events. All of these life events underscore the importance of having a trust in place to ease the burden and stress when you or a family member unexpectedly face such an experience.

To serve the needs of our rural communities, Bruning State Bank established a Trust Department in 1991 so clients wouldn't have to search for trust services in distant, larger cities. Some of our recent client experiences:

- The parents of a teenager seriously injured in an auto accident were thankful to have our Trust staff available to help manage their child's large insurance settlement.
- An uncle planning his estate was relieved to know our Trust staff could help oversee the inheritance he would be leaving to a family member with financial management difficulties.
- A farmland owner overwhelmed by the responsibilities of being a landlord was happy to rely on the farm management experience of our Trust staff.

These are just a few ways our Trust Department might be able to help you or your neighbors, friends, or family members. We strive to provide accessible and knowledgeable assistance for all types of trusts, and we'll work with your attorney and / or accountant to ensure the best possible planning for your personal situation.

Our Trust staff is always here to answer any questions and assist with your planning efforts.

Fred D Bruning – President

Quote: "If you have much, give of your wealth; If you have little, give of your heart." –Proverb

Knowing Is Not Enough...

Those of you who were farming in the '80s already know the things I am going to talk about. This article is meant for those under 45 who have only been in business through the technology revolution of the past twenty-five years and the phenomenal rise in farm income over the past seven years.

I know many of our younger farmers are quite intelligent. They have become very good farmers, as they can more easily embrace change and the new technology, which has improved both yields and efficiencies. They are, for the most part, very good at marketing and managing the risk associated with the volatile markets we have to deal with today.

What they are unfamiliar with is a continued, long-lasting downturn in the farm economy.

This year, net farm income is forecast to be at \$122.2 billion, up 3.7% from last year. In addition to record income, farm wealth is also at record levels, rising seven percent this year to \$2.551 billion for a fifth consecutive year of gain. Since 2008, farm asset values are up 26%, while farm debt has risen by only 8%. As a result of this, the debt-to-asset ratio of farmers in the U.S. has steadily declined since 2008 and is expected to fall to 10.2%, the lowest level on record.

The farm economy has always been affected by cycles, whether it be a weather cycle or an economic one. We are faced with cycles moving up or down, and many times in opposite directions.

None of us know what is going to happen next; we have to always be prepared for the worst, so we can withstand the consequences and still be in business when the worst is over.

For many of our younger farmers, it is difficult to visualize the "worst ever" happening. They have heard the horror stories about the recession of the '80s. They have heard how many people went broke, but in their minds, this was long ago and it won't happen to them.

When you talk to them about building working capital and keeping their debt down, they truly know what you are talking about, but they don't understand. Albert Einstein once said, "Any fool can know; the point is to understand."

If you don't understand that the worst can happen to you, you are setting yourself up for failure.

The worst may not happen next year, it may not happen in the next 20 years, but it will happen again as it has in the past. The economics associated with a deep farm recession can be ruthless. To be prepared, you must understand.

*Darrell Raum –
Credit Supervisor, Senior Vice President*

Ready, Click, Apply...

Bruning State Bank's Home Mortgage staff is excited to announce the addition of a Mortgage Center on our Bank's website. (www.bruningbank.com) This online Mortgage Center offers a host of tools and helpful information on all topics related to financing your home.

For example, you can use the online calculators in the Mortgage Center to:

- Enter different mortgage scenarios, such as the loan amount, interest rate, and length of the loan, to see how much your monthly payment might be.
- Compare savings to decide if you should refinance at the current interest rates or stick with the rate you have.
- Find out how much faster you could pay off your mortgage if you paid extra each month.

And this is just the beginning of what can be done with our new Mortgage Center. There is a huge variety of questions and answers explaining everything from appraisals to flood insurance, as well as definitions of the lingo you may hear thrown around during the mortgage application process.

You can also check our interest rates on a daily basis, to stay current with the markets. If you don't want to bother with checking our website every day, you can sign up for "Rate Watch." This feature will send you regular market update emails or notify you when rates reach your target.

Perhaps most importantly, you can apply for your home mortgage purchase or refinance while sitting at your computer in the comfort of your own home! It truly is as easy as 1, 2, 3! Our online application is broken down into sections and should only take about 20 minutes to complete. You'll answer several questions about your personal finances and the home. Once you hit "Submit", information will be instantaneously sent back to you by email for you to review all of the available options. Meanwhile, your application will also be securely transmitted to our Home Mortgage Loan Officers who will notify you to discuss your individual loan options.

So what are you waiting for – visit the Bruning State Bank website and check it out. We think you're going to be as excited as we are!

*Lori Utemark – Mortgage Loan Officer
NMLS #474129*



'Tis the Season for Giving

BSB has a tradition of giving toys to children in need during the holidays and offers you these opportunities to share as well!

- In Bruning or Hebron, you may bring in new or "gently" used toys and place them under our Christmas tree to be donated to Blue Valley Community Action.
- In Broken Bow, you may stop in to pick an Angel from the tree and purchase a gift, or you may make a monetary donation to the Children's Christmas Fund.
- In Holdrege, you may bring in new toys and place them under our Christmas tree to be donated to Toys for Tots.

The Fiscal Cliff...

No matter which side of the political aisle you sit, I think we can all agree it's a relief not to endure any more political ads! However, now that the elections are over, we need to focus on the rapidly approaching "Fiscal Cliff."

The Fiscal Cliff, a term coined by Federal Reserve Chairman Ben Bernanke, refers to the combination of tax increases and spending cuts that have the capability of throwing our fragile economy into another recession. The federal spending cuts were agreed to as part of last year's pact to raise the debt ceiling and are set to begin in 2013. At the same time, the Bush Tax Cuts, in place for over a decade, are set to expire on December 31, 2012. The Tax Policy Center estimates that 90% of U.S. households will see their taxes increase next year if all the elements of tax relief run out and the new health care taxes are implemented.

According to the Congressional Budget Office (CBO), here are some of the changes that will take effect:

- The top tax rate on ordinary income will rise from 35% to 39.6%.
- Dividends will be taxed as ordinary income and the top rate will increase from 15% to 39.6%.
- The capital gains tax rate will increase from 15% to 20%.
- The "payroll tax holiday", a temporary 2% cut in payroll taxes, will end at the end of 2012.
- The limitations on Alternative Minimum Tax (AMT) expired at the end of 2011, which will affect 2012 tax returns.
- The partial expensing for investment property will expire at the end of 2012.
- Tax provisions from the Affordable Care Act ("Obamacare") will take effect in January 2013.

This partial list doesn't include the estate tax law changes. For example, the estate tax exclusion will be reduced from the current \$5,000,000 to \$1,000,000 while the maximum tax rate will increase from 35% to 55%.

There are basically 3 possible outcomes: (1) Congress does nothing; (2) Congress acts to keep old law in place and "kick the can down the road"; or (3) Congress comes to some compromise. It's impossible to predict what the outcome will be. If you want my opinion, I don't think Congress will do nothing. The CBO said failure to avoid the cliff would deliver a shock to the economy that would cause U.S. GDP to shrink 0.5% in 2013. I've read several economists who predict a doubling of the 0.5% GDP reduction.

I think Congress will reach some sort of compromise, likely less favorable than most of us would like, and essentially still kicking the can. If there is a positive side to this Fiscal Cliff, it is the public awareness of the enormous unsustainable debt our country has and continues to incur.

The questions for investors and financial consultants are how will these scenarios affect our portfolios and how do we prepare for these possibilities? Here are a few ideas:

- Avoid media hype to buy gold and run to the hills; instead continue a long-term, comprehensive planning strategy (there's always going to be some type of impending doom).
- Take advantage of low capital gains tax rates by "harvesting gains" on appreciated stock by the end of the year (preferably shares with the lowest cost basis in order to realize the largest gains). The strategy is to pay taxes this year and hedge against possible tax increases next year.

- Take higher RMD distributions than needed and reinvest in a non-qualified account or Roth IRA if possible.
- Convert a Traditional IRA to a Roth IRA.
- Consider municipal bonds as they can be valuable tools for some investors in a rising tax environment.
- Talk to your tax advisor and financial planner sooner rather than later.

I like this quote from Richard Bernstein, CEO of Eaton Vance, "Although politics can affect markets in the short term, it is the longer-term fundamentals that drive investment returns."

*David Froom – Financial Planner**

All investments involve the risk of potential investment losses and no strategy can assure a profit. Securities America and its representatives do not provide tax advice. Tax-law is subject to frequent change; therefore it is important to coordinate with your tax advisor for the latest IRS rulings and specific tax advice concerning your particular situation.

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David Froom, 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

Changes...

With the rising costs of maintaining accounts and the ever increasing bank regulations, we have decided to make a few minor changes that affect our deposit accounts. It has been several years since we adjusted our fees and we have tried to avoid doing so for as long as possible. Below are the changes that will take effect on January 1, 2013.

We value our banking relationships with each of you and we strive to provide you the best products and services for the lowest cost possible. If you have any questions or concerns about these changes, we would be happy to visit with you.

New Fees and Account Minimums

Effective January 1, 2013

All Checking Accounts

- \$50.00 minimum deposit to open.

Regular Savings Accounts

- If average balance falls below \$50.00 per month, then \$2.00 monthly maintenance fee.
- \$50.00 minimum deposit to open.

Kids Savings Accounts

- No monthly fee until age 25.
- \$10.00 minimum deposit to open.

Health Savings Accounts

- If average balance falls below \$1,500.00 per month, then \$2.00 monthly maintenance fee.

Overdrafts

- \$25.00 continuous overdraft fee every 7th day that account is overdrawn.
(\$25.00 per item overdraft fee remains the same.)

Visa Debit Cards

- \$10.00 fee for pin reset or lost card.
(No charge for worn out or stolen card.)

Technology Update...

Who's your "Banker"? A speaker at a recent conference challenged each of us to personally consider that question. We all have a select group of trusted individuals in our lives who we feel we can rely on for honest advice – a favorite doctor or nurse for health concerns, a particular investment advisor for financial tips, a computer guru to fix our gadgets, etc. So who is your banker? Is that one knowledgeable, trusted person your loan officer? Or your favorite teller, a friend who works at a bank, your mom or your dad?

There's no right or wrong answer, but you might wonder why it's the topic of a Technology column. Well, it's possible these days to conduct all of your banking business through online channels (ATMs, computers, tablets, smartphones, touchscreen lobby walls, avatars, robotic greeters, etc.) and never actually talk to a human being. In fact, some banks have no physical buildings anywhere and exist only virtually!

We often use this Technology column to tell you about our Bank's online tools and services, but we truly believe that computers can never fully replace personal interaction. In fact, there's a slogan I wish we'd been the first to think of – "Technology when you need it. People when you don't." For some customers, technology nearly always meets their needs. But there will come a time or a situation when a real live human banker is needed. It is our goal to always provide knowledgeable, caring staff who you can trust to be your banker when you need one. We won't always know every answer, but we'll go out of our way to make contacts and connections to find you the solutions you need.

Tech Term of the Month: Avatar. An avatar, in terms of consumer technology, is a graphical representation of a person or character. It can appear in 2D, such as on your computer screen (e.g., a virtual assistant you can chat with when shopping online or a persona you choose when playing an online game). Or an avatar can appear in 3D, such as on a concert stage or in a public area (e.g., a projected life-size virtual image of a human that can give you directions in an airport).

*Corey Swartzendruber, Janet Germer,
Anna Sell, Angela Kuhlmann – IT*

Welcome...



Michele High was born in Washington, D.C. and moved to Nebraska in 1973. She and her husband, Scott, are actively involved in a farm operation north of Bertrand. They celebrated their 20th wedding anniversary in June. They have a blended family of 7 children and 9 grandchildren with 2 more on the way. Michele enjoys gardening, mowing, reading and sewing. She has 25+ years experience working in agricultural lending and is looking forward to working in the Holdrege Branch.

Filled To The Brim!

That was the feeling I was left with after visiting the new Anderson Grain Elevator at Anselmo. This is a new facility that just opened for business this fall. During the past year, it has been exciting to watch as it was constructed. The sizes of the grain bins are huge at this state-of-the-art facility.

The new grain elevator is located about one mile southeast of Anselmo. One reason for choosing this site was its location near the Burlington Northern Railroad. Also on premise is a large circular railroad track that would cover an estimated 100 acres. This will allow the unit car train to back itself off the regular active railroad track for filling the train cars. It sounds like the first unit car train will leave around December 1st. Most of this grain will be exported, some from the West Coast or the southern ports. Each unit car train can haul around 400,000 bushel. Andersons hope to turn the train at least 10 times per year.

A few more interesting facts about this facility:
Capacity: 4 million bushel (four – 500K bushel steel bins, one – 100K bushel steel tank wet bin, and one – 2MM bushel capacity ground pile)

Grain Dryer: 7,500 bushel per hour propane grain dryer

Receiving: Two receiving pits
55K bushel per hour receiving legs

Scales: Two (one in-bound, one out-bound)

This is truly a wonderful addition to our county for grain handling and processing. I talked to a farmer from Johnstown, NE, and they delivered a good share of their grain to Andersons this year. He said this is a 90-mile trip but they were delivering corn 80 miles in years past and the basis is more attractive at the Andersons' facility. It's exciting to see this capital investment in Custer County and this gives local grain farmers another marketing option.

*Dan Jelinek –
Branch President, Bank of Broken Bow*



It's That Season Again...

Once again it is time for family get-togethers, Christmas trees, lights, good food, and of course, shopping and gifts. Christmas is right around the corner and it is time to start thinking about all of those people on your gift list.

The gift buying medium continues to shift in favor of online purchases and shopping. According to statistics from www.statisticbrain.com, 90% of consumers will shop online this holiday season. The average online shopper will also spend an estimated 22% more than the non-online consumer. In 2012, analysts are predicting a 15% jump in online revenue compared to last year's numbers, reaching an estimated \$68 billion dollars in revenue. That is a lot of people shopping in their underwear.

Shopping online has great advantages over traditional shopping methods, but there are also risks to this method. Online and debit card fraud seems to be running rampant. Below are some helpful tips to keep in mind the next time you fire up the old computer to do some shopping.

1. Use Familiar Websites. If you know the site, chances are it's less likely to be a scam. Just about every major retail outlet has an online store, from Target to Best Buy to Home Depot.

2. Look for the Lock. Never buy anything online using your credit card from a site that doesn't have SSL (secure sockets layer) encryption installed. You'll know if the site has SSL because the URL for the site will start with HTTPS:// (instead of just HTTP://). An icon of a locked padlock will appear, typically in the status bar at the bottom of your web browser, or right next to the URL in the address bar.

3. Don't Tell All. No online shopping store needs your social security number or your birthday to do business. However, if crooks get them, combined with your credit card number for purchases, they can do a lot of damage. The more they know, the easier it is to steal your identity. When possible, choose to give the least amount of information.

4. Check Statements. Don't wait for your bill to come at the end of the month. Go online regularly during the holiday season and look at online statements for your credit card, debit card, and checking accounts. Bruning State Bank offers Online Banking which allows you to view your daily activity at the click of a mouse and make sure you don't see any fraudulent charges.

5. Debit Card POS Limits. Every Bruning State Bank debit card has a point of sale (POS) limit. This means the card is programmed to allow only a certain dollar amount of transactions per day. This limit is usually \$1,000 but can be less. So if you need to make a \$1,200 purchase with your debit card, this transaction may be denied even though you have the money in your account. If you need to make a larger purchase, or think you are getting close to your daily limit and still have shopping to do, please give us a call. We can raise the limit, which will take effect immediately and allow you to continue shopping.

6. ATM Withdrawal Limits – New Info! Bruning State Bank debit cards also have limits on the amount of cash you can withdraw per day from an ATM. The usual limit will increase from \$250 to \$300, effective December 3, 2012. Just as with POS limits,

we can raise your limit if needed. Keep in mind that individual ATMs also have their own limits on the amount of cash you can withdraw. So even if you have a \$500 limit but the ATM only has a \$400 limit, \$400 is the max you can withdraw.

7. International Transactions. Due to the higher risk of fraud coming from foreign countries, most international transactions on your debit card are blocked, unless you notify us. If you plan to shop online with businesses located in other countries, please contact us for assistance, just as you would when planning a trip outside the U.S.

Hopefully these tips will help you make it through the holiday shopping season. If you ever have any questions regarding your accounts, debit cards, online banking, or anything else, please feel free to give us a call. Happy Holidays!

*Luke Thorell –
Loan Officer & Personal Banker,
Holdrege Branch*

Farmers, Ranchers, Small Business Owners

*Have You Ever Considered an
Individual 401(k)?*

If you do not have any full-time "W-2" employees, an Individual or "Solo" 401(k) may be a great investment option for you.

This type of 401(k) allows the owner to contribute both as an Employer and Employee. The employee contribution limits are the same as a "large plan" 401(k). Employees may contribute up to \$17,000 in 2012 plus an additional \$5,500 if over 50 years old. In addition, the owner as Employer can also contribute a Profit Sharing percentage of up to 25% compensation for a combined maximum contribution of \$49,000 (under 50 years old) or \$54,500 (50 or older). Total plan contributions cannot exceed the lesser of the maximum contribution limit or 100 percent of your compensation (plus any catch-up contributions if 50 or older).

There are many benefits and advantages of an Individual 401(k) and we would be happy to discuss them with you in more detail. If you're interested in establishing one for 2012, we'll have to act quickly – the paperwork must be completed by mid-December in order for us to have your account set up by December 31. Once the 401(k) is established, it does not have to be funded for 2012 contributions until your tax deadline in 2013.

Contact us in Wealth Management if you want to learn more!

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**The cut-off time for any banking
business to be transacted and counted for
2012 is Monday, December 31st at 11 a.m.
Thank you for your business this past year.**

Pay Yourself First!

People have a hard time saving money during good or poor economic times. During the good times, we get accustomed to spending a certain amount and changing our habits becomes very difficult.

Most, if not all, financial advisors and personal finance books will tell you the same thing—pay yourself first. But how do you actually do that? Here are a few suggestions:

1) Make your savings automatic. Have it come right off your paycheck so you don't even see the money. Your employer or bank can assist you with this. Since you never see the money, you don't even have to make a conscious effort to put it away. By paying yourself first, you limit your ability to spend that money on other things.

2) When paying your bills, don't pay them first. Pay yourself first by depositing money into your savings account. Many of us pay for everything else first and we never seem to have anything left over to put into savings. Simply put, if you wait to pay your savings last, you probably won't pay it.

Here are a couple of other suggestions on how to save money. When you save money on a purchase, the key is to really 'save' it. If you buy something on sale, what happens to the money you saved? You probably spent it on something else, right? Nothing really got 'saved.' From now on, when you save \$15 on groceries, clothes, or something else, put that same amount in your savings account.

Since the interest rate on a savings account is so low today, another way to save money is by paying off debt. Some financial advisers say to pay off the highest interest rate loan first. Others say to pay off the smallest loan balance first, then the next smallest loan because psychologically, you decreased the number of loans from five to four thereby decreasing the amount of interest you're paying.

With either approach, you could save more interest faster using the payment domino effect. For example: You have five loans and you payoff the smallest loan first. You then use the payment amount you were making on loan No. 5 as an "extra" payment on loan No. 4, thus reducing the amount of time to payoff loan No. 4. Once loan No. 4 is paid off, use the loan payment amounts you were making on loan No. 4 and No. 5 as an extra payment on loan No. 3, and so on until all loans are paid off. The interest you save on your loans could far exceed what you would have earned on your savings account. (**But**, before you implement this loan payment/savings plan, you should have a minimum of one month's expenditures in savings should an emergency occur.)

The bottom line is that saving money isn't that hard. It is simply a habit that has to be learned, just like brushing your teeth. Psychologists say it takes 6 weeks to make an action a habit, so start paying yourself first today and in a little over one month, you will be doing it without even thinking about it!

*Craig Pope –
Hebron Branch President*

A Little Holiday Humor...

'Tis the season...

- When we try to forget all our troubles. Yeah, right!
- When the credit card balance increases and the bank account balance decreases. What did you get me?
- For much food and festivities! Time to throw away the scale!
- To sit back and watch the snow fly. But then you have to go out and shovel.
- To see big smiles on children's faces and hear little giggles of glee! What are they up to? What do they want NOW?
- To be together! Because it's too cold to be outside – but how much togetherness do we need?
- To be JOLLY! Ho Ho Ho!

And some safety tips for the holidays:

- Do NOT deep-fry that turkey indoors! Really!
- Oh, and that grease in the fryer? Well...it's HOT! Ouch!
- Keep hands and feet clear when chopping down the Christmas tree! Double Ouch!
- Don't drive on icy roads. Other "bad drivers" might be out there!
- Hanging lights? Have someone hold your ladder. Hang in there!
- Check Christmas lights for bare wires and broken bulbs before plugging them in. Fires belong in the fireplace!
- Limit your intake of eggnog. Don't scramble YOUR egg!

Sorry – BAD humor – but hope we got a smile and made you chuckle a little!

Seriously though, as you celebrate this Holiday Season, we urge you to be careful so your holidays can be happy and memorable! Take care when traveling to visit family and friends.

'Tis also the season to be thankful for everything we have and for all our family and friends. It's the season where we show our appreciation to everyone! We would like to take this time to thank each and every one of you for your continued business. It has been a pleasure getting to know you and working with you. Keep us in mind for all your insurance needs! We look forward to working with you in 2013.

We will be serving cookies and refreshments to help show our appreciation to you, so please stop by the Bruning State Bank on December 14th. Be sure to check out our new offices too!

MERRY CHRISTMAS & HAPPY NEW YEAR!

*Kathy Roberts, Brian Hulse,
Kristen Monteforte – Insurance Agency**

*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.

All government reporting forms (1099-INT, 1099-R, 1098, etc.) will be mailed to our customers by January 15th. Please watch your mail so that they are not destroyed inadvertently.

Saving Money...

It's that time of year again...time to think about Christmas shopping, baking, holiday gatherings, and more. It will soon be time to prepare your income taxes too. When you are making your preparations for the end of the year and the New Year, don't forget to consider opening or contributing to an existing Individual Retirement Account (IRA) or Health Savings Account (HSA).

IRAs are available to help you save money for your retirement. Some of the IRAs are tax deductible too! HSAs offer tax-deductible contributions and nontaxable distributions for qualified medical expenses. (A high deductible health plan is required.)

Below are the current annual contribution limits:

INDIVIDUAL RETIREMENT ACCOUNTS		
Tax Year	Standard Contribution Limit	Additional Catch-Up Contribution (Ages 50+)
2012	\$5,000 (or 100% of compensation if less)	\$1,000
2013	\$5,500 (or 100% of compensation if less)	\$1,000

HEALTH SAVINGS ACCOUNTS			
Tax Year	HDHP* Coverage	Standard Contribution Limit	Additional Catch-Up Contribution (Ages 50+)
2012	Individual	\$3,100	\$1,000
	Family	\$6,250	\$1,000
2013	Individual	\$3,250	\$1,000
	Family	\$6,450	\$1,000

*High Deductible Health Plan

If you do not currently have an IRA or HSA, stop in to visit with one of our customer service representatives. It could save you money when it comes to tax time!

Customer Service

Bruning State Bank does not provide tax advice. Tax law is subject to frequent change; therefore it is important to coordinate with your tax advisor for the latest IRS rulings and specific tax advice concerning your particular situation.

Welcome...



We would like to welcome Lindsey Rehtmeyer to our Bruning State Bank staff. Lindsey is originally from Omaha. She graduated in 2008 from the University of Nebraska-Lincoln with her bachelor of science degree. Lindsey has joined our loan staff in Bruning as a loan clerk. She is excited for the opportunity to meet everyone in the community. Stop in Bruning and welcome Lindsey to the team!

From Harvest Season to the Holiday Season...

Time for some rest and relaxation! Time to spend some time with family and friends. Time to be thankful for everything that we have. Time to plan for next year!

The 2012 wheat harvest was earlier than normal and row crop harvest followed suit. Most non-irrigated crop yields tell us how dry it was in 2012. However, bushel prices were higher than normal and hopefully, you had crop insurance to help cover revenue lost from the low yields.

What can we expect for 2013? Will it continue to be dry? Will we have a late freeze next spring? Is 2013 going to be a stormy year with strong winds and hail? Will the grain prices hold? Will you have bumper crops? If you don't have definite answers to any of these questions, then you need to be sure your multi-peril crop insurance and hail insurance policies provide the coverage you may need in 2013!

Multi-peril crop insurance:

- Gather up your elevator summary sheets and bin measurements and report your yields for the 2012 crop year. Any losses need to be reported immediately.
- Review your policy to be sure you understand your coverage and how the policy works. Make sure you have adequate coverage for 2013.

Hail insurance:

- Do you have a continuous hail policy to provide coverage in the event of an early hailstorm in 2013?
- Does your hail policy provide coverage for grain stored in the bin?

We have enjoyed working with you in 2012 and look forward to serving you in 2013!

We wish everyone a MERRY CHRISTMAS and a HAPPY NEW YEAR!

Jeff, Kathy, Craig, Shari, Brian,
Janet & Ryne –
Crop Insurance Agents*

*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.



Here Comes Santa Claus!

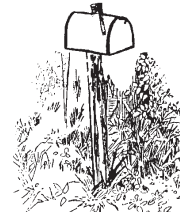
Santa will be at the Bank in Bruning on **Saturday, Dec. 8** from **8:30-10:00 a.m.** for pictures!

**BRUNING
STATE
BANK**

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Bruning, Nebraska 68322

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Since 1891*

Bruning
Fri., December 14
8:30 a.m. - 4:30 p.m.

Hebron
Fri., December 14
8:30 a.m. - 4:30 p.m.

Broken Bow
Thurs., December 6
10:00 a.m. - 3:00 p.m.

Holdrege
Fri., December 14
9:30 a.m. - 2:30 p.m.

Join us for Apple Cider & Cookies!

*One of the real joys of the holiday season
is the opportunity to thank you for your
business and to wish you the very best.
May your Christmas be joyful and your
New Year filled with peace and prosperity.
We hope you'll stop in for cider, coffee and
holiday goodies!*

