

# BRUNING STATE BANK

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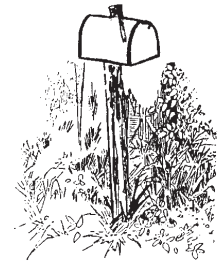
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**"YOUR COUNTRY BANK"**

June/July 2014

Vol. 31 No. 3



## Men of Stature...

I am borrowing the above headline from a gentleman in Lincoln who used "Men of Stature" for the name of his store that sold clothing for "Big and Tall" men.

During election time, we are hoping to get candidates elected who can stand on their own feet and work for the people who supported them. But we fear that many of those elected will give in to special interests and their own big egos.

My dad always remarked that we don't have any characters anymore. Some of these characters he referred to were their own men – stubborn but principled men who would take a stand and refuse to give in to outside pressure. These are the kind of folks I refer to as "Men of Stature."

Many of these people refused what they termed "government handouts." Maybe they recognized that the more the government "gives" people, the more controlling government becomes in their lives. In other countries, democracy is destroyed by people who expect to be given everything and forget the dignity to be found in work. It calls to my mind this quote: "Government big enough to give you everything you want is big enough to take everything you have."

So, men and women of today, stand up! Don't be afraid to be a "character." What we need these days is more people willing to be an example for the next generation. Let's demand results and fairness from our elected officials. We can ALL be "People of Stature," whether we are short or tall.

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



Frank's granddaughter, Abby, and her friends from all over the world stopped in last year to talk to one of BSB's "men of stature."

## Politics...

We have just completed the primary election so now we can have a break from the good, the bad, and the ugly commercials. Some were positive, but some were very negative. The great thing about Nebraska politics is we have many qualified people running for offices this year, from school and town boards to Governor and Senator, and everything in between.

With a unicameral system in our state's legislature, the non-political candidates help keep the system from getting too negative. The 60- and 90-day sessions along with term limits seem to help with new faces and new ideas.

A former U.S. Congressman once told me his suggestions for a better functioning legislative branch at the national level:

1. Senators and Representatives should stay in a dormitory style living area in Washington where they could get to know each other better – bonding and building rapport, respect, and communication. Currently, they fly into DC Monday night and fly home Thursday afternoon and spend very little time being together through church, school, or social events outside of the tense work environment.
2. Term limits at the federal level would be good as Congressmen have a great deal of power after they have been there for several years, which allows them to control the agenda and who can become the new and upcoming leaders.
3. Cable news access is not good in the chamber. After sessions and committee meetings, the journalists are right there with a microphone in their area and want immediate comments or criticisms of what has happened. America wants instant news and news that is controversial. He feels that a cooling off period after meetings, along with Congress being able to work together and negotiate without the news media being there, would help solve issues.

I would like to give credit to all those who are running for political office. It creates stress on their families, businesses, friends, and foes. Their commitment of time and talent and their willingness to help solve the issues of the day are sacrifices we should all appreciate no matter what party. So, please remember to study the candidates, support the ones you like, and vote in the November election. We have a great country and political system that should work for all of us.

*Fred D. Bruning – President*

*"Most bad government results from too much government." - Thomas Jefferson*

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## Managing Financial Risk...

If you have read my newsletter articles in the past, you know I have talked several times about building working capital. I don't want to sound like a broken record on this topic, but it's important enough to keep bringing it up, especially after seeing how much working capital got spent this past year.

What is working capital and how much do I need to have in my business? The answer is: Working Capital equals Current Assets minus Current Liabilities. One measure of how much you need is working capital should equal 33% of your adjusted gross income. So if your adjusted gross business income is \$1,000,000, then you should have a minimum of \$330,000 in working capital.

Most business people don't seem to put much emphasis on building and maintaining working capital. I think the reason they don't is if their business is making money, building working capital is a moot point. The problem comes when you're not making money. For the last 6 to 7 years, almost everyone who has been associated with agriculture has made money. Long streaks of good economic times lead people to be complacent about keeping a strong working capital position.

Customers tend to want to buy capital items and use income from this year to pay for them. Most borrowers feel they got a payment out of the way for next year and they won't have to worry about having to make payments later. This thought process is fine as long as you are in a strong liquid position. However, buying and paying for those items out of this year's income is a bad idea if you drop below the 33% minimum working capital level.

Working capital gives you borrowing power. It allows you to have more options in how you go about operating your business. In the farm recession of the 1980's, many farmers were forced out of farming, not because they were broke, but because they ran out of working capital and could not borrow the money to operate their farm another year. Lenders are not likely to approve loans to a business with no working capital when the cash flow is very tight or projects a loss. Even if the business has strong equity in fixed assets, the lender may not term out debt on those assets if the cash flow doesn't project that the business can make the payments.

When times are good, as they are now, you should consider terming out capital purchases rather than paying for them. If you have above 33% working capital to adjusted gross income after you have paid for the capital, fine; if not, request a term loan from your banker to term the debt out. It just might save you a lot of headaches and heartbreak down the road.

*Darrell Raum –  
Sr. Vice President,  
Credit Supervisor*

## 2014 Farm Bill...

In April, I attended the NBA Spring Ag Conference in Kearney and once again heard a number of good speakers talk about the farm and ranch economy, weather, financial ratios, and the 2014 Farm Bill.

As many of you know, a new Farm Bill has been passed and there will be changes coming. I am not here to tell you that I know everything about the Farm Bill, but I am going to tell you there are changes in it that you must educate yourself on! Make sure you take the time to talk to your local FSA office.

One of the many new changes is a livestock disaster program that will actually go back as far as 2011 for drought assistance on cattle. In reading the material, it appears that it is worth one's time to look into this program as it may offer some decent disaster payments to cattle producers to help offset drought losses in previous years. Initial responses from cattle producers who have already inquired or signed up for the program indicate that it sure will help in the recovery of the losses that were experienced in the recent drought years. Since sign-up has already started for this program, make sure you get an appointment at your local FSA office to learn more about it.

One other Farm Bill topic that was discussed at length by a speaker from Kansas State University was that of the two programs a producer must choose between. Those two programs are called Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) with Supplemental Coverage Option (SCO). These two programs are replacing the old programs that were in the old Farm Bill. Besides the FSA office resources, you can learn more online as well because there are a number of good articles on the web talking about these two programs.

*Jim Scott –  
Broken Bow Branch Vice President*

### Staff Recently Honored...

The Nebraska Bankers Association (NBA) recently announced the election of **Jerry Catlett** to their Board of Directors. This board is the official governing body of the NBA, the association that provides education, legislative representation and industry promotion for Nebraska's financial institutions. In addition he was asked to serve a term on the Nebraska Bankers Insurance & Services Co (NBISCO), an NBA subsidiary that provides insurance products and services to banks. Jerry is also a recent graduate of the University of Wisconsin - Madison Graduate School of Banking. We appreciate our staff's involvement in the banking industry.

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## Traveling This Summer...

Many of you may be planning trips for this summer, so I'd like to remind you how to protect yourself from identity theft in the event that your wallet or purse is lost or stolen.

Before you leave, protect yourself by:

- Removing anything from your wallet or purse that you won't need while traveling.
- Making photocopies of the front and back of every card you plan to take - driver's license, debit/credit cards, insurance cards, etc.
- Having copies at home or in your hotel room safe while traveling. The copies will give you important information, such as security codes and contact numbers, to help you access your accounts.
- Notifying your bank and credit card companies of your trip dates and locations, especially if traveling outside the U.S.

If your wallet or purse does get lost or stolen, remember we offer a service called IDTheft911. Call us as soon as possible, and we'll put you in touch with one of their fraud resolution experts. There is no fee for you to use this service! They will help you with many of the steps below:

- Immediately call your bank. You'll want a new ATM or debit card and a new checking account if your check book also went missing.
- Immediately call your credit card companies to request an "account number change." DON'T CANCEL your account - that can hurt your credit score, especially if you have an outstanding balance. Explain that you want a new number issued so that nothing shows up on your credit report as "cancelled by consumer."
- File a report with the police in your hometown and the place where you and your wallet parted ways. Get copies. You'll need them in later dealings.
- Request a fraud alert with the 3 major credit bureaus. With a fraud alert in place, credit issuers are supposed to verify your identity, usually by phone, before issuing new credit in your name.
  - Experian at 1-888-397-3742 or [www.experian.com](http://www.experian.com)
  - TransUnion at 1-800-680-7289 or [www.transunion.com](http://www.transunion.com)
  - Equifax at 1-800-525-6285 or [www.equifax.com](http://www.equifax.com)
- Ask the DMV to put a "flag" on your license file. This will make it harder for a thief to apply for a new copy of your license and will help protect you if someone runs up traffic violations in your name. You may have to replace your license in person, proving your identity with a birth certificate, passport, or Social Security Card (which you shouldn't carry in your wallet).
- Check your credit report about two weeks later, and look under "Inquiries" for any new credit applications made in your name. The two week wait provides enough time for thieves to apply for credit but generally not enough time for cards to be issued. Recheck your credit report 2 to 3 months later.

Have an enjoyable and safe traveling experience this summer!

*Craig Pope – Hebron Branch President*

## Congratulations, Graduates!

Bruning State Bank would like to congratulate all recent graduates in the area! We know you've been busy all year with lots of activities, from homework and part-time jobs to sports, clubs, and community events. Accomplishing all you've done during your high school or college career has not been easy and Bruning State Bank wants to salute you for your enthusiasm, determination, and hard work.

*You Can Be Whatever You Want To Be!*

*There is inside you  
All of the potential  
To be whatever you want to be;  
All of the energy  
To do whatever you want to do.  
Imagine yourself as you would like to be,  
Doing what you want to do,  
And each day, take one step  
Towards your dream.  
And though at times it may seem  
too difficult to continue,  
Hold on to your dream.  
One morning you will awake to find  
That you are the person you dreamed of,  
Doing what you wanted to do,  
Simply because you had the courage  
To believe in your potential  
And to hold on to your dream.*

*By: Donna Levine*

Graduation is really only a concept because in real life, you graduate every day. Graduation is a process that goes on throughout your entire life if you grasp that you'll make a difference on whatever path you choose to take.

As one chapter ends and a new one begins, Bruning State Bank can help you with the many financial transitions you will encounter. Whether you need a deposit account (checking/savings), an auto loan, or Mobile Banking, we are here for you!

Again, congratulations on your accomplishments and may God bless you on the next chapter of your life.

*Kyle Anderson –  
Holdrege Branch Vice President*

### Moving?



Don't forget to take us with you when you move! Let us know your new address so our records stay current and your statements aren't delayed.

# Hard to Say Good-Bye...

Our Bruning State Bank family and our Nebraska Bankers Association family has been saddened by the passing of Kendell Holthus, Executive Vice President of Cornerstone Bank in York. The passing of any individual is a difficult loss to bear and one we all understand. If you have recently suffered the loss of a friend or family member, our thoughts and prayers are with you.

If you had been present at the funeral service for Kendell, I think it would help you understand the message I'm trying to convey in this writing. The York Auditorium was near full capacity and it seats many hundreds of people. All were there to honor the life and family of Kendell. Our thoughts and prayers go to his wife, Amy, their three little girls, his parents, brothers, sisters, nieces, nephews, and many in-laws.

Over the years, we've all been around leaders who have a style or personality that we like and respect. With Kendell, he touched many lives through his service to the banking industry as Chairman of the Nebraska Bankers Association, and to his family's banking legacy as Executive Vice President of a billion dollar plus institution. Yet at his funeral I realized just how many more people he had helped or encountered in all the organizations he served and helped lead. I liked his leadership style and more importantly I respected his judgment and determination.

As anyone who has cancer or survived cancer will tell you, it is a fight. It tests everything about you – body, mind, and spirit. And it may defeat your body, as it did in Kendell's 2 ½ year battle. If you had the opportunity to be around Kendell during this time, you'd have been hard pressed to know that he was ill. He went to work, he was a great family man, and he led our state's Bankers Association.

Remembering what I said above about leadership style and his determination, we all need to think about the Kendells we know in our lives and see how their spirits were never broken. We may have bad days and some little things that just never go right, but I'm still learning from Kendell to focus on the important stuff: faith, family, and helping others.

Of those we have lost, we should speak of and think of often. When I think of Kendell, I know how well organized he was in business and in his spiritual life with our Maker, he had things in order as well. As we think about our own future – do I have enough for retirement, can I send my children to college, can I buy a house, etc. – we need to make sure we have our faith life in order as well.

What a legacy and example Kendell left us. He is still a leader. I hope all who knew him can pick up on his determination and use it. Kendell will be greatly missed. I'm so fortunate to have been able to call him friend.

*Jerry Catlett –  
Senior Vice President, CFO*

2014 Contribution Guidelines		
<b>IRA</b>		
<i>Standard Combined IRA Contribution Limit:</i>		\$5,500
<i>Catch-Up Amount (For Ages 50+):</i>		\$1,000
<i>Total Combined IRA Contribution Limit (For Ages 50+):</i>		\$6,500
<i>Contribution Deadline:</i>	Income tax return filing due date, not including extensions.	
<b>SEP IRA</b>		
<i>SEP IRA Contribution Limit:</i>	The lesser of: 25% of the first \$260,000 of each eligible employee's compensation	OR \$52,000
<i>Contribution Deadline:</i>	Employer's income tax return filing due date, plus extensions. Employers make all SEP contributions to employees' traditional IRAs.	
<b>CESA</b> (Coverdell Education Savings Account)		
<i>CESA Contribution Limit:</i>	\$2,000 per designated beneficiary (Contributor may contribute on behalf of multiple designated beneficiaries.)	
<i>Contribution Deadline:</i>	Income tax return filing due date, not including extensions.	
<b>HSA</b>		
	<i>Individual</i>	<i>Family</i>
<i>HSA Contribution Limit:</i>	\$3,300	\$6,550
<i>Catch-Up Amount (Ages 55-65):</i>	\$1,000	\$1,000
<i>Total Combined HSA Contribution Limit (Ages 55-65):</i>	\$4,300	\$7,550
<i>HSA contribution limits may be reduced by partial-year eligibility, MSA contributions, and family coverage rules for married couples. See IRS Publication 969 or IRS Form 8889 for more information.</i>		
<i>Contribution Deadline:</i>	Income tax return filing due date, not including extensions.	
<i>HSA Eligibility:</i>	Customers who are: - Covered by a high-deductible health insurance plan. - Not yet enrolled in Medicare. - Not eligible to be claimed as a dependent on another person's tax return.	
<b>Online Banking for HSAs:</b> You may make transfers <u>out</u> of your HSA to cover qualified expenses, for which it is your responsibility to maintain accurate records. <b>Please Note:</b> As of July 1 <sup>st</sup> , you will not be able to make transfers <u>in</u> to your HSA through Online Banking because of the additional paperwork required for tax purposes if you mistakenly over-contribute. While monitoring your contribution limit is also your responsibility, the speed and ease of making transfers online may make it easier to accidentally contribute more than the annual limit. If you'd like to make transfers <u>in</u> to your HSA, please request them in person or by phone, or choose to make automatic deposits through your employer's payroll system. Thank you!		

# Sequence of Returns

Are you getting close to retirement? If you're five years or less from retiring then you are in the "Retirement Red Zone"! This is a critical time for your investment strategy. As you prepare your Bucket List of things to do in retirement, don't forget to create a plan for your investments.

There's a widely researched concept called "Sequence of Returns" that explores how identical portfolios react to market returns during different time periods. What happens when two people retire with the same dollar amount in their 401(k) or IRA plan, use the same annual withdrawal amounts, and obtain the same average returns on their portfolios but experience different market sequence of returns during retirement?

If Investor A experiences early negative returns and Investor B experiences late negative returns, Investor A will run out much earlier than Investor B, even though they both averaged the same returns.

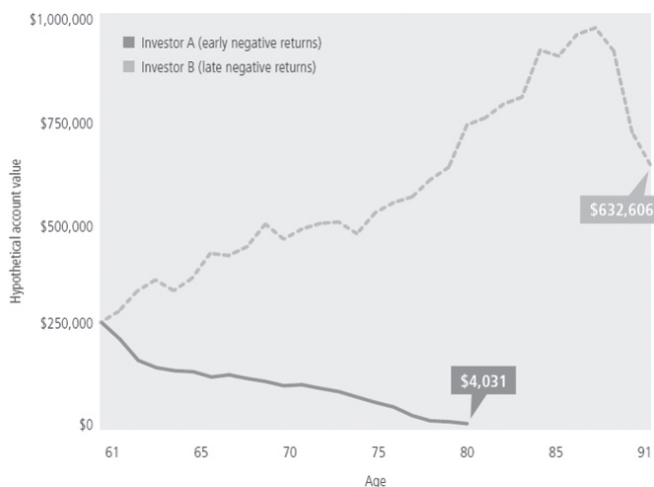


Chart source: MFS research (this hypothetical example is for illustrative purposes only and is not intended to represent the future performance of any MFS® product or actual market performance).

In the MFS® hypothetical chart, Investor A's portfolio lasted only about 18 years, while Investor B maintained a healthy balance for over 30 years. The chart assumed a starting value of \$250,000 in both portfolios, 6.6% average annual rate of returns, and both investors took out \$12,500 per year adjusted for inflation.

Combine this with another common statistic that most retirees fail to have an income plan and it looks like a recipe for retirement disaster.

One of the most often cited concerns with people nearing retirement is running out of money too soon. As you can see the Sequence of Returns has a huge effect on this. But when and how the markets perform are completely out of our control. So what is a solution?

Since we don't know what the markets will do the year we decide to retire, one solution is to plan the allocation of your retirement assets. The two extremes are bank IRA's and equities. On the one hand, the bank IRA protects principal, but loses buying power to inflation over the long term. While risky equities may earn growth that outpaces inflation, the volatility is inconsistent at best, and

you can certainly lose principal. In between those bookends are fixed annuities, variable annuities, and bonds (not an exhaustive list of investment products).

One solution is to use a time-segmented strategy that uses a variety of investment products over your retirement time horizon. In this strategy, a retiree might invest the first five years of retirement income in low risk products that are not subject to market volatility, such as the bank IRA, CD's, and Fixed Annuities. In this way you are directly addressing the Sequence of Returns problem of potentially experiencing down markets in your early retirement years. Then depending on your situation, you might invest the remainder of your retirement accounts in a balanced and diversified portfolio of about 60% equities and 40% fixed income (60:40). Or you might even create a risk-ladder where you have multiple portfolios such as 50:50, 60:40, and 70:30 spread out in 5-year income increments.

The idea is to plan to take income withdrawals from the low volatility portfolio first, and allow the other portfolios to grow and experience volatility as they will. It's much easier to "stomach" the ups and downs of the market when your retirement portfolio is not completely exposed to the markets, yet has enough exposure to outpace inflation.

The most important thing to remember is to spend some time planning your retirement income strategy. Create a budget of how much you need to live and all your income sources. Calculate how much income your investment portfolio might produce (adjust for inflation). And plan how and what your retirement portfolio is invested in. Then complete your Bucket List!

*David Frook – Financial Planner*

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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.

## To All Dads...

In honor of Father's Day, we will have  
treats on **Friday, June 13**  
for all Dads who stop in!



## Don't Fear the Change!

We have gone through some changes in the bank, but there will always be change in banking and most everything. That is not why I am writing this though. I would like to address that jingly stuff in your pockets. While it seems like such a simple thing, there may be another way to look at that jar next to the washing machine.

First, it adds up. Someone had written an earlier article on saving and recommended that when you come in to deposit your pay check, you bring in that handful of change you found in your couch and put it in your savings account. It may only amount to a couple dollars but it does add up. Check underneath your car seat, look in clothes you haven't worn for a while, and shake that recliner that hasn't been moved. Some people go as far as metal detectors on the beach. I know of one customer who started practicing this type of small change savings and it has surprised them after a year. Your change could be your vacation or Christmas fund.

Second, look through your change. Did you know there are still pieces of silver in circulation? Put a stack of silver coins together and see if one stands out. I think any silver coin before 1964 is probably worth something. Conduct an internet search on coin collectors and you will be able to find some tips on what to look for in that fish bowl full of coin from your dorm room days. Even wheat pennies are worth two cents last time I checked. You might have a second source of vacation fund right in front of you. The bank can only give you face value for your coin, but you can contact a coin collector to make a profit on your finds.

Finally, be careful. You would be surprised what tellers find when we run change through our counting machine. Fuses, paper clips, jewelry, pocket lint, and even bullets are found. Lots of this stuff can stop up the machine, and bullets could hurt or kill someone, so please be careful what you bring to the bank. Sometimes we find foreign coins, too. Most foreign currency I have come across has been very colorful and unique compared to our greenbacks and silver coin. They could make great keepsakes for remembering your travels so keep them separate from your regular change jar. (If you have a lot of foreign coins, it may be worth your time to take them to a large bank that can do currency exchanges.)

So don't fear the change, it could add up in the end. I hope you find something new in your change bucket. I know I can add this information to the 'Stuff I didn't know' category.

*Adam Bruning –  
Customer Service (Holdrege)*



### **Bruning State Bank Trust Department**

You don't have to go to the "big city" for your trust needs. We offer most trust services, farm management, escrows, and more. Call or stop in any of our locations and visit with our helpful Trust Committee members. We would like to help you accomplish your financial goals!

## Important Crop Insurance Dates...

**May 25:** Final planting date for corn in most Nebraska and Kansas counties

**June 10:** Final planting date for soybeans in most Nebraska counties

**June 15:** Final planting date for soybeans in most Kansas counties

**June 15:** Final planting date for milo in most Nebraska counties

**June 25:** Final planting date for milo in most Kansas counties

**July 1:** Wheat multi-peril crop insurance premiums are billed. Interest begins accruing August 1st.

**July 15:** Final date to report your planted corn, milo, soybean and oats acres for your multi-peril crop insurance policy. Acres reported to crop insurance must match acres reported at the FSA office. Share percentages also need to be verified. ALL acres of the insured crop in the county must be reported – including newly added acres, late planted acres, and un-insured acres.

**Replant:** Your MPCI (other than CAT policies) include coverage for replanting. If you need to replant any acres or if you plan on destroying any insured crop, please call us first! An adjuster needs to inspect/appraise the field prior to having the crop destroyed or replanted. In some cases, an insured can self-certify. Please check with us first!

**Hail Insurance Reminder:** Storm season is here and it looks like we might get our share of wind and hail. Do you have your hail insurance coverage in place? Don't wait until you are saying other "4-letter" words – get your hail insurance coverage today!

Stop by to see one of us to get more details on all the options available. Be sure to ask about our continuous coverage to help protect you from an early hailstorm in the future!

If you took the continuous coverage last year, then we need to revise the crops and acres for the 2014 crop year. Please stop by and report your crop acres as soon as planting is completed. An adjuster is unable to work a loss until acres have been reported.

*Jeff Hammer, Kathy Roberts, Brian Hulse,  
Craig Pope, Shari Fischer & Janet Germer –  
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.

### **Bank Hours Changing (BRUNING Location Only)**

As of July 1, 2014, our Bruning Lobby will no longer be open on Saturdays. The Bruning Drive Up Window **will still be open from 8:00 AM to 10:00 AM** for deposits and check cashing. All other banking business on Saturdays will be by appointment only.

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## It Costs HOW Much?

Have you noticed that the cost of everything is quite a bit higher than it used to be? Do you go to the store or the gas station and just shake your head and wonder how things got to be so expensive? Unfortunately, there isn't anything that we can do about the situation except sigh and continue on trying to make ends meet.

We notice the price of fuel, groceries, home utilities, insurance, farm chemicals, fertilizers, and other items that we purchase on a regular basis. However, we tend to forget that increasing prices also affect the cost to repair or replace our homes, buildings, personal property, automobiles, farm equipment, hay, cattle, etc.

As prices continue to increase, it is very important to review and update the coverage on ALL of your insurance policies. We all try to keep expenses down and may try cutting back on insurance coverage to save a few bucks. However, we don't want "cut back" coverage if we have a claim! Unfortunately, a lot of insurance policies penalize the insured at loss time if coverage isn't written to 80% of value at the time of loss. It is very important to review the coverage on your policies, not only to avoid penalties at loss time, but to also insure adequate reimbursement at the time of a loss.

Farm personal property – including grain, hay, livestock, farm equipment, tools, etc. – is one area where we tend to under-estimate on the values. Bushel prices of grain have increased substantially the past few years making the value of grain in bins quite a bit more. Hay is becoming a very valuable commodity, stock cattle are valued around \$1200-\$1500 now, bulls are valued at \$2,000+, and calves are valued around \$700-\$900. These increased values can really affect the 80% insurance requirement quickly! In addition, we don't think about all the items in the various out-buildings on the farm. These items add up quickly and can cause us to be under-insured.

Please take the time to review and update your insurance coverage BEFORE you have a loss. A few minutes of review now can save time, money, and much distress in the future!

*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.

## Accessing Your HELOC...

We are happy to offer a new convenience beginning July 1st. You will now have the option of making advances on your home equity line of credit (HELOC) through Online Banking as well as Mobile Banking.

Sitting at home working on your desktop or laptop computer? On the move with your smartphone in hand? You can advance funds from your HELOC as easy as 1, 2, 3...

1. Log in to Online Banking on your computer or the BSB Mobile Banking app on your phone.
2. Locate your HELOC loan.
3. Transfer funds from your HELOC to your Bruning State Bank checking account.

There will no longer be a minimum advance amount of \$1,000. You choose what amount works best for you! And you can still advance on your HELOC as before – by contacting your loan officer at the bank or by setting up automatic advance – if you feel more comfortable with those options.

Don't have a HELOC loan with Bruning State Bank? Stop in today to visit with one of our home loan lenders about the advantages and conveniences. Our experienced staff will...

- Request some information about you and your home,
- Discuss the best available options for your situation,
- And take care of you in a timely and professional manner!

*Lori Utemark –  
Vice President of Mortgage Lending  
NMLS#474129*

## An Updated Statement Look...

Beginning July 1, your **bank statements** will have a slightly different appearance. They will be printed in **black and white** from now on, with no brown ink or light brown shading. They will also be in **plain white envelopes** so watch your mail for the updated look beginning in July.

If you are ready to make the switch to **e-statements**, just give us a call. We think you'll enjoy having quicker access to your statements along with less mail to open and less clutter to file away!



*Pam Lemke & Janice Fintel –  
Operations*

# BRUNING STATE BANK

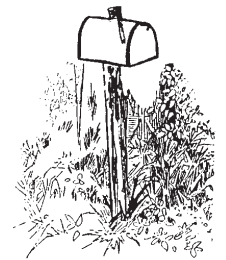
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Nebraska

*Address Service  
Requested*



*"YOUR COUNTRY BANK"  
Since 1891*



## *Technology Update...*

A few years ago, Cheryl Houser and I were asked to begin what we both knew was going to be a fruitless search for an item long lost to history. All jobs go that way from time to time I suppose; you just grin and bear it. This search took us to a ledger book from 1976. As you know from reading my past articles, I am a bit of a nerd and find things like this fascinating – looking at transactions that occurred two years before I was born.

A couple of things struck me from this search. First, handwriting back then was immaculate. Had my banking career begun in the 70's, there is no way they would have let me and my illegible scrawling within 100 yards of those ledgers. The other thing that struck me though was that back then, there were really only a couple of ways to make a deposit. You could either drive it or mail it to Bruning.

Much has changed since 1976. We now have many technological advances that have added convenience to our lives and made something you may have had to plan around back then as easy as picking up your cell phone now. Today in the Technology Update, we'll discuss Mobile Deposit.

Mobile Deposit is a feature of our Mobile Banking service where customers can use their camera phone to take a picture of a check and upload it to us for deposit. We will debut Mobile Deposit this summer. You must have our Mobile Banking app to make deposits, meaning you will have to have an iPhone or Android device. Our daily deposit limit is \$3,000 and you will get same day credit on your deposit as long as you submit it before 4:00 pm on a business day. The service is quite easy to use – it will tell you if your check photos aren't quite right or if there is some other issue with your deposit. You will also be able to track your

successful deposits from pending to posted status. More information will be coming soon!

Considering all of the modern conveniences and choices we now have in banking, it is quite striking what type of time commitment a person would have had to make not that long ago in order to bank with an institution in another town. I realize why Bruning State Bank has always focused on customer service. To get those customers back then, we had to stand out in some way and convince them to drive to us. Technology has changed the way we bank as well as the customers we can reach, but personal service is still the reason we have the customers and the success we do.

**Tech Term of the Month:** Extended Validation (EV) Certificate. An EV Certificate is a visual confirmation feature on the address bar of your web browser that tells you a website is valid. If the address bar is green, then you know the website has been certified by an authority and you can view the website's legitimate owner. On May 29, the authentication image and passphrase you usually see when logging into Online Banking will be phased out in favor of other security measures like EV Certificates. Always look for the green words or green bar when logging in to our Online Banking:



*Corey Swartzendruber –  
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