

# BRUNING STATE BANK

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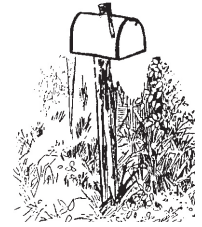
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**"YOUR COUNTRY BANK"**

February/March 2011

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## Complacency...

Synonyms for "complacency" include contentment and smugness. But what's the first thing that comes to mind when I hear the word? I am reminded of "Pearl Harbor."

America thought everyone loved and respected the U.S., even though the signs were evident. The Japanese had a whole ring of fortification and outposts they were building all around the Pacific Rim. We woke up December 7, and the world was never the same after that attack.

How about all of us in rural America? Do we have a "Pacific Rim" and attack base built all around us? Do the problems on both U.S. coasts have a tendency to explode in the Midwest? I'm not a dooms-day pessimist. In fact, I am an optimist, so much so that I have made some poor decisions. There are some obvious things with the economy that we can't ignore. Government spending, unemployment, city (and state) governments running out of money, jobs sent overseas, regulations on small business... the list goes on. Someone remarked that we raise and sell a good crop, go to big box stores to spend all the money, and the money is sent to China. That wealth leaves us.

Agriculture is a great profession, though it has its tough spots. History shows us we get a few good years, then "BANG!" another cycle of bad years. You can trace this back over the one-hundred-twenty years our Bank has operated. The survivors of these cycles have usually not been complacent. Adjustments have been made in their business plan; they prepare for these ups and downs. It is not just managing their finances; it is education and getting information. They attend seminars, read and interact with others in their business to arm themselves with ideas on how to manage for the variations.

I predict the farmer and survivor of the future will teach financial planning and budgeting to his family, and will spend every free moment he has learning and watching for changes in Agriculture.

We don't want another "Pacific Rim" in our economy!

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

## A New and Improved 2011...

It's February – is anyone still sticking to their New Year's resolutions? I came up with eleven that would benefit most of us if we can just stick to them!

1. Eat less and eat healthy – pick the right foods and not such big portions.
2. Exercise – bicycle, jog, walk for the cardiovascular benefit.
3. Save more, spend less, invest wisely – save for college, retirement and for assets you want to purchase.
4. Listen – we have two ears, but only one mouth. Maybe that's an indication we should both listen to and reflect on what other people have to say.
5. Spend more time with family and friends – time passes so quickly, we forget to enjoy the present.
6. Look for what's right, not what's wrong – is it possible we criticize too much?
7. Show individual responsibility and accountability – be disciplined in life's decisions. Honesty and integrity are all we take with us each day.
8. Be thankful and complimentary – we should appreciate life, tell others how important they are to us, and compliment people on a job well done.
9. Be patient and understanding with others who may not share our views or political philosophy.
10. Donate time and money – contribute to charities and give more time for community service.
11. Worship God and attend church – take time to be thankful for such a good life and for family, friends, and successes.

Making resolutions is so much easier than keeping them. To succeed this year, focus on one or two realistic resolutions, write them down and post them where you will see them regularly, and set smaller goals to help you keep your resolutions. Good Luck!

*Fred D. Bruning – President*

*"Learn from yesterday, live for today, hope for tomorrow."  
- Albert Einstein*

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# Where Have all the Leaders Gone?

Mark Sanborn in his book, [You Don't Need a Title To Be a Leader](#), says: "Genuine leaders make things better not just for themselves but for others, whether or not their contribution results in financial reward or popular recognition." I currently see no greater void in our recent history of people that want to lead for the common good than right now. Our political system is filled with pundits whose entire goal is personal political gain and TV exposure as opposed to fulfilling their moral and patriotic duty to serve the individuals that provided them the opportunity to serve. Our corporations are filled with management that barks about salaries, expenses, cut jobs, benefits and bonuses while their exorbitant bonus plans and salary structures stay in place. All of this greed and power grab happens while our food banks and soup kitchens struggle to keep up with their increased demand.

Since this is the time for New Year's resolutions, I am going to personally ask each and every one of you to do each of the following five things at least once this year in an effort to "lead" our communities to a better tomorrow and, the great thing is, none of these take money to do.

1) Stop and talk to someone for at least 15 minutes that you normally would not because they are not part of your "group" or socio-economic status. Not talking to someone because they are not a "big-money guy" is not what made this country what it is today. If people didn't talk to Abraham Lincoln or Dwight Eisenhower because they grew up poor, just think where we would be today.

2) Get involved in our government. Write your State or Federal Legislators and tell them something you like (they always hear about the negative stuff), attend a town hall, run for local office, just do something because sitting at the coffee house and complaining doesn't change anything.

3) Donate some of your talents to a charity that helps your local community. Yes, the Red Cross and American Cancer Society need our help too, but each of our communities has people in it that are really struggling right now. If money is a talent you have to give, great. However, there is no greater gift than the gift of time and effort for the betterment of someone else's life. There has never been a better time than now to help your community with your other talents as budgets get cut and services decline.

4) Get involved in our youth. I don't know if it would have changed anything or not but you wonder if the violence we have had the last few weeks not only here in Nebraska but in other locations across the country could have been at least muted if more adults took an active role in our youth. Become a mentor with Team-mates, become a Big Brother or Sister, teach Sunday school, coach little league and you can become a super hero to a child with or without the cape.

5) Take time to help someone with the little things in life, hold the door open for them, carry out their groceries, help them pick up the pile of papers they dropped, or shovel your elderly neighbor's driveway. All of these things don't cost you a dime and can make a huge impact in someone's life. There is nothing more debilitating on someone's pride or vision of self-worth than for others to show indifference to their struggles. Whatever you are doing or wherever you are going is not as important as holding the door open for someone else's grandma as she struggles to get in the door.

I know we are all busy, but life is not about the title you receive, the leverage you have over others, or the size of U-haul filled with toys being towed behind your hearse on its way to your funeral. Life is about the legacy of generosity and kindness you leave behind. If we can learn anything from our current political climate it is that those that use the positions they have acquired for personal gain as opposed to the unbiased benefit for all, there is a point where the masses start to determine your fate for you. So, become a "title-less" leader in your community and make this a year in which people's lives are changed forever due to your generosity and kindness.

*Chris Tonniges –  
Vice President  
Registered Representative\**

Securities offered through Securities America, Inc. Member FINRA/SIPC. Christopher J. Tonniges, Registered Representative. Advisory Services offered through Securities America Advisors, Inc. Christopher J. Tonniges, Investment Advisor Representative. Bruning State Bank and Securities America companies are not affiliated. Securities America companies and Bruning State Bank are not affiliated with LIFE. \*May lose value \*Not FDIC insured \*No Bank guarantee

## Chart Your Own Financial Course...

Personal bankruptcy filings reached a five-year high in 2010, and are likely to remain high with the uncertainty in the economy. Reasons for filing may be a job loss, a divorce, a medical issue or injury, or a business failure. Bad things may happen to good people, but this should remind us of the importance of expecting the unexpected.

For many, bankruptcy has become a form of financial planning. America has become a consuming, not a saving, society. Even after the lessons learned from the recent financial meltdown, Americans are not saving enough.

It's time for today's young employees to map out their own financial success. Establish a personal budget by determining how much income you'll have and what expenses are anticipated. Then make decisions that will enable you to start saving for unanticipated expenses and for your future.

- Consider the things you need versus the things you want. Eliminate almost everything you buy that doesn't involve food or shelter.
- Think of lifestyle habits you can change to save money. For example, bring lunch from home rather than eat out every day.
- Pay yourself first. If the first "bill" you pay is to your own savings, you can budget in the rest of the expenses, or find a way to trim some expenses.
- Have a long-term plan for getting completely out of debt. Don't use credit cards for anything you can't pay off when the bill comes at the end of the month.
- Don't try to "keep up with the Joneses." You don't have to have the latest and greatest of everything!

We can't predict the ups and downs in the economy or when something unexpected will happen to us, but we should have enough savings to weather those times. Bankruptcy should not be the back-up plan. Remember, it's not just how much you make, it's how much you save!

*Darrell Raum –  
Senior Vice President & Credit Supervisor*

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# Fixing Your Credit Report...

I ran across an article on Bankrate.com by Justin Harelik, Bankruptcy Advisor and thought our readers may have friends or family members that could benefit from this information in these poor economic times.

A reader wrote to Justin Harelik stating: "I was proud to have a 750 credit score for 12 years up until January of this year. My question is, I'm so concerned with my credit score and I am wondering if I will ever have that again if I file for bankruptcy. Will I ever be able to be self-sufficient financially and be able to buy a house and get my score back up to 750 or better? And if I can get my score up to 750, will the black mark of having a bankruptcy still matter? Will banks still look at me as a high risk with a high credit score?"

Mr. Harelik's response was: "You can rebuild your credit after bankruptcy. In fact, you could have a credit score above 750 within a few years after your bankruptcy case has been discharged.

The first step is waiting for a notification from the court that all debts have been discharged. The form will say "Discharge of Debtor." Keep that form in a convenient and safe place for the next 15 years. You may need to present this form to creditors and others as proof that your debts are gone. You first need to develop a reasonable and thorough story as to why you are filing bankruptcy.

Next, you want to make sure your credit report is as clean as possible before you apply for new credit. Then we can discuss how to convince lenders to work with you."

I will highlight the steps he recommends:

## Step 1: Check your credit reports and your credit score

Request a credit report from each of three agencies -- Experian, Equifax and TransUnion -- at AnnualCreditReport.com. You must work to clean up your report with all bureaus. Even though Experian is the most commonly used credit report, you ought to make sure all three are as clean as possible.

Once you order your free credit report, you'll be given an option to purchase your credit score from the bureau or bureaus. You can also buy it at MyFICO.com.

## Step 2: Update any erroneous personal information

"Even basic information needs to be updated. Make sure you have your residential history accurate and current. It is hoped you can show that you have been living in the same place for numerous years. Rental stability is important.

Include your employment history as well. Creditors like applicants with stable employment."

## Step 3: All accounts must show 'Discharged in Bankruptcy'

"The last delinquent payment should be the month after you filed your case. All lines on your credit report should say "Discharged in Bankruptcy" or "Included in Bankruptcy" and show a zero balance. "

## Step 4: Remove any erroneous information you can from your report

"Make sure all the accounts on your credit report are actually yours. Dispute accounts that you do not recognize and legitimately believe should not be on your report."

## Step 5: Credit report inquiries

"Make sure you recognize all creditors that have made inquiries to review your credit report. You want to remove any creditor inquiries that you did not authorize or that were not from one of your original creditors.

Collection agencies will review your credit report when they purchase the account from the original creditor. This is a valid inquiry."

## Step 6: Know when items can be removed

"Items can only remain on your credit report for a specific period of time. You can notify the credit bureaus to remove items once their time has passed. In general, an account can only remain on your credit report for seven years from the date of last activity. Last activity specifically means the date of last purchase or last payment. This could be a while for some accounts, but you want to know the exact date so that you can get it off the report as soon as it can be removed. "

## Step 7: Make sure any new collection accounts that appear after filing are accurate

"When a creditor decides you are not going to pay them, it writes off the account. That usually means that the account is sold to a collection agency that will attempt to collect payments. Many times, these agencies do not receive your bankruptcy information from the original creditor. The collection agency will post a new collection account to your credit report even though you have filed bankruptcy and have eliminated that debt.

You need to make sure that the date of that new account reflects the dates from the original debt owed and not from the date it was posted to your account. If the original credit loan was from 2007 and this new collection account posts to your credit report in 2010, you want it to reflect the date the account was opened as 2007, not 2010. That way the account comes off your credit report after seven years from the original date and not from the date it was posted to your report."

Mr. Harelik's article certainly demonstrates the importance of obtaining and keeping a good credit score to obtain credit whether to buy a vehicle or home. Please feel free to share this article with family and friends!

Craig Pope –  
Hebron Branch President

### New Banking Hours – Bruning & Hebron

Lobby – 8:30 to 4:30 – Monday through Friday

8:30 to 10:00 – Saturday

Drive-Up – 8:00 to 4:30 – Monday through Friday

8:00 to 10:00 – Saturday

Insurance in Bruning – 7:30 to 5:00 – Mon. through Fri.

Saturday by Appointment Only

Insurance in Hebron – 8:30 to 5:00 – Wednesday or by

Appointment

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## Crop Insurance News & Notes...

Wow...is 2010 gone already? Here we are well into 2011 already! We all stay so busy and can't seem to keep up with everything! We have a few crop insurance reminders to help make sure you don't miss a deadline:

### Multi-peril Crop Insurance:

The 2011 sales closing deadline will be here before you know it! March 15, 2011, is the final date to sign up for or make any changes to your row crop insurance policy.

The new Combo policy is here with a Yield Protection (YP) policy and a Revenue Protection (RP) policy. No more APH, CRC, and RA...now we have YP and RP. If you had yield based policy in 2010, then your policy will convert to a YP policy. If you had a CRC or RA policy, then your policy will convert to a RP policy for 2011.

Changes have to be made by March 15<sup>th</sup>, so be sure to contact us if you have added land to your operation, added land in another county, if you plan to plant a crop that is not currently covered on your policy, or if there are any other changes to your operation – including marital status, changes to officers of a corporation, trust or partnership, etc.

All 2010 insurance premiums MUST be paid by March 15, 2010, or ALL your crop insurance coverage for 2011 will be cancelled and you will not be eligible for crop insurance until 2012.

2010 Row Crop yields need to be reported to your agent at your earliest convenience.

Remember: Contact us right away if you think you might have a loss on your 2011 wheat crop. Contact our office BEFORE you destroy any wheat crop. Row crop planted on existing 2011 wheat ground is considered double-cropped and could be uninsurable if the wheat has reached head stage.

### Hail Insurance:

Do you have coverage for an early hail storm? Did you sign up for continuous coverage on all crops that you want hail insurance coverage on? There is "NO CHARGE" for a continuous policy and the premium is the same if you obtain coverage now versus waiting until spring...so don't wait!

We are always available to answer any questions you might have, so please be sure to stop by and talk to us regarding your multi-peril crop insurance, hail insurance, and livestock insurance needs!

We appreciate your business and look forward to working with you in 2011!

*Jeff Hammer, Kathy Roberts,  
Craig Pope & Shari Fischer –  
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

## Technology Updates...

A couple is sitting in a crowded airport with many other passengers. Their flight has clearly been delayed and the looks on their faces tell of the boredom they are about to endure (for those of us that have had flights delayed, we know their pain). The husband then has an idea, "Let's go to the cloud!" he says and pulling out his laptop is able to log onto their home computer and watch a show that they had recorded on their DVR right there in the terminal. Perhaps you've seen the Microsoft Windows 7 commercials in the past month or two as you've watched television and wonder what exactly they're talking about. In this Technology Update, we'd like to depart from our usual bank related topics and go with a bit broader item.

"The Cloud" that they speak of is referring to cloud computing, an idea that was originally conceived in the late 1960's but is now growing, thanks in large part to the efficiencies of the Internet. Cloud computing gives companies the ability to host software services for their customers. Customers then pay a fee (generally monthly) for use of these services and access them via the Internet. A simple example of cloud computing is your online email account. This of course is a free service but it works the same as any other cloud software. The email software is hosted by Google, Yahoo, MSN, or any of the other email providers out there. Because the software that runs your email is not on your computer, you don't worry about updates, server crashes, backups, etc.; it is all handled by the service host and their staff. You simply need to have Internet access and remember your usercode and password.

As the Internet became more commercially viable in the 1990's, line speeds that had limited what could be done in "the cloud" got better as Internet Service Providers began offering better, faster, cheaper connections. That led to the ability to offer more and more cloud services such as file backup, remote desktop services (like the one you see in the Windows 7 commercials) and others. While this has been a brief look at cloud computing, we hope that when someone mentions it in conversation or you see it on TV, you now have a better understanding of the concept.

**Tech Term of the Month** – Radio Frequency Identification (RFID) is a technology that employs small silicon tags attached to various products to use in identification and tracking. The tags use radio frequencies to transmit a code unique to the tag and therefore the product that it is attached to. It is currently being used in warehouses for many different products and allows better inventory control.

*Corey Swartzendruber, Janet Germer  
& Angela Kuhlmann*

### **TRUST...**

In a social sense, "trust" is defined as a reliance on or confidence in another person, item or entity (as in "Can I trust this rope bridge to support my weight?"). From a business standpoint, a "trust" is the arrangement by which property is managed by a person or entity for the benefit of another. The Bruning State Bank Trust Department has been in the trust business for nearly 20 years. In other words, you can trust us to responsibly manage your trust!

## Welcome...



We would like to welcome Shanna Waggoner to our Holdrege Branch staff. Shanna earned a Bachelor's Degree in Business Administration/Marketing from the University of Nebraska at Omaha. She grew up in Alma, Nebraska, and has recently moved back to the area. Shanna is a Personal Banker and will be in charge of marketing and opening new accounts. She is very excited to be starting her career with Bruning State Bank and looks forward to meeting all of you in the community. Stop by and welcome Shanna to the Holdrege Branch!



We would also like to welcome Anna Sell to our Bruning staff. Anna is from Bruning and is currently studying toward her degree in the Office Professional Program at Southeast Community College. Anna has joined our bookkeeping department. She is enjoying the opportunity to learn and help with everything that goes on "behind the scenes" at a bank. Stop in Bruning and say hello to Anna at the drive up window!

### Business Bill Pay Now Available

Log in to Business Online Banking and click on "Payments" to try it out. Once you accept the Terms & Conditions, you will have access to the Bill Pay service which costs \$2.50 per month.

This \$2.50 monthly fee includes up to 10 payments per month. Any payments above 10 per month will cost only \$0.50 each – just a little more than the cost of a stamp!

You can begin using Bill Pay at any time, and you can discontinue the service at any time as well.



## Additional FDIC Insurance Coverage...

You may have seen the below required Federal Deposit Insurance Corporation (FDIC) notice of changes in temporary FDIC insurance coverage for transaction accounts that we've been running as a statement message on all checking accounts during December 2010 and January 2011.

This additional coverage was passed as part of the financial reform act in 2010; in 2011, the law has already been changed to include coverage on "Interest on Lawyers Trust Accounts ("IOLTAs"). Simply put, any amount of funds on deposit in a non-interest bearing checking account has unlimited FDIC coverage until December 31, 2012. This coverage is over and above all the insurance coverage that is offered by FDIC for the different ownership categories. This was done to provide stability and confidence in the banking system for the next two years.

Jerry Catlett –  
C F O

### NOTICE OF CHANGES IN TEMPORARY FDIC INSURANCE COVERAGE FOR TRANSACTION ACCOUNTS

All funds in a "noninterest-bearing transaction account" are insured in full by the Federal Deposit Insurance Corporation from December 31, 2010, through December 31, 2012. This temporary unlimited coverage is in addition to, and separate from, the coverage of at least \$250,000 available to depositors under the FDIC's general deposit insurance rules.

The term "noninterest-bearing transaction account" includes a traditional checking account or demand deposit account on which the insured depository institution pays no interest. It does not include other accounts, such as traditional checking or demand deposit accounts that may earn interest, NOW accounts, money-market deposit accounts, and Interest on Lawyers Trust Accounts ("IOLTAs").

For more information about temporary FDIC insurance coverage of transaction accounts, visit [www.fdic.gov](http://www.fdic.gov).

#### Did you know?

You can join AAA through us!  
Get all of the benefits of a AAA membership –  
roadside assistance, discounts,  
travel services, and more –  
with just a quick phone call to the  
Bruning State Bank Insurance Agency!

(800) 403-5889

\*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

## What About Life Insurance?

I was surprised to find out that most Americans do not have a life insurance policy. "Why is that?" you may ask. It could be due to a variety of factors, but procrastination is probably the most common cause and usually it boils down to simply overlooking the fact that accidents and sudden illness can happen to anyone.

On the other hand, those who have purchased life insurance and evaluated their life insurance needs have done so out of concern for the financial effect their death might have on their spouse and/or children. Through appropriate life insurance, you can guarantee that your family (or your beneficiaries) will have adequate funds for their needs. These needs could include food, clothing, education, and debt payment.

When we visit with customers about their financial information, one of the questions we always ask is the amount of life insurance they carry. A few customers know exactly how much life insurance they have, but most are unsure about their coverage. Many purchased their insurance policy years ago and have not reviewed their coverage or needs with a life insurance agent. So much changes in our lives. What may have been adequate five to ten years ago is probably not adequate today.

In my career of banking, I have seen situations where life insurance policies were in force and the family was well protected. There was enough life insurance to pay off debts, provide living expenses, college expenses, and funeral expenses. I have also experienced situations where life insurance was inadequate and hardships were evident due simply to the lack of fully imagining what would happen in the event of death.

I encourage customers to think about the insurability issue. You may be healthy today, but tomorrow or next year, health changes may occur to where it is impossible to buy a simple life insurance policy. To customers who are healthy and are expanding their operation, I recommend they consider acquiring more life insurance while they are still insurable. Some have felt they cannot afford life insurance, but can you afford not to? We also hear the statement, "My employer provides life insurance." What if you lost your job or changed jobs? Generally, life insurance does not follow the person who is looking for employment, so the question of insurability could become an issue.

We want to make sure that, as your banker, we are doing our job! That is the reason why, year after year, we ask the same question, "Have you thought about the risk of death?" Life insurance is a form of Risk Management used to protect against financial loss for your family. Be prepared and review the coverage you have for your family today.

*Dan Jelinek –*

*Branch President, Bank of Broken Bow*

### Annual Crop Insurance Meeting & Luncheon

Wednesday, February 23 - 11:00am  
Belvidere Community Center, Belvidere, NE

EVERYONE IS WELCOME TO ATTEND!  
Lunch will be served. RSVP appreciated: 402-353-2085

## Happy NEW Year!

2010 has come and gone and the NEW Year has already started! We have made our NEW Year's resolutions and switched our calendars to the NEW Year.

Speaking of NEW...did you recently get something NEW – or – NEW to you?

- \*a NEW car or pickup
- \*a NEW tractor, combine, or piece of equipment
- \*a NEW motorcycle, boat, 4-wheeler, golf cart, or camper
- \*a NEW piece of jewelry
- \*a NEW computer, cell phone, camera, or IPOD
- \*a NEW piece of land
- \*a NEW building, grain bin, equipment, or center pivot
- \*a NEW house
- \*a NEW...ANYTHING??

Are you slightly annoyed with the over-use of the word NEW yet? Sorry about that, but we wanted to get your attention and remind you to contact your insurance agency right away to get coverage on any NEW items.

Don't assume you have coverage and don't assume your agent knows you have something new; contact us today! The Bruning State Bank Insurance Agency is an Independent Insurance Agency with access to many companies and writes "insurance of all kinds"!

We hope you have a very happy and prosperous NEW Year! Sorry...just had to say it one more time!!! We appreciate your business and look forward to helping you with all your insurance needs in 2011.

*Fred Kobza, Kathy Roberts  
& Kristen Monteforte –  
Insurance Agency\**

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## Howdy, Buckaroos!

Just for fun, here is a word search for you to try...

I	I	J	X	N	G	W	P	Y	X
L	N	P	Y	U	A	P	V	L	D
E	D	T	C	E	J	X	P	M	X
K	X	N	E	W	O	R	R	O	B
C	X	X	E	R	W	S	W	G	V
I	E	N	I	P	E	H	U	X	V
N	M	Q	H	X	S	S	U	J	R
R	E	T	R	A	U	Q	T	A	Y
M	N	J	E	H	W	D	L	N	W
X	E	V	Z	V	I	L	N	U	T
Z	A	Y	H	M	O	E	W	W	Q
S	H	U	E	D	P	N	R	A	E

Keep Saving,  
Buck



BORROW DIME DOLLAR EARN  
INTEREST NICKEL PENNY  
QUARTER SAVE SPEND

## Paperwork! Paperwork!

Do you ever feel as if you're swamped in paperwork? You receive bills for this and notices for that, forms to fill out, deadlines to meet, etc. Some days, would you just like to shout, "Calgon, take me away!"?

If you feel as if you are receiving notices on a daily, weekly or monthly time frame from the Bank for your time certificates, would you consider combining some of them into larger instruments? Why have several small certificates when you could have one larger one?

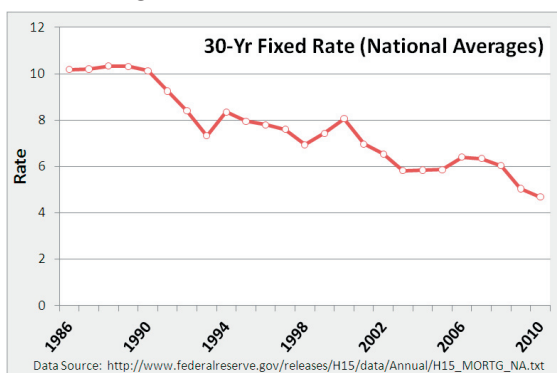
Many people have the misconception that they need to keep their time certificates in smaller increments in the event that they would need to use some of that money for an emergency. The fact is, if you need funds from a time certificate and just want to take a portion of it at this time, it can be easily taken from a larger certificate. You would be assessed a penalty on only the portion you need and not a penny more!

You say you're not sure how to go about accomplishing the task of combining your certificates? Ask one of our Customer Service Representatives for help! It may make your life easier!

### Customer Service

## Have You Taken Advantage of These Low Mortgage Rates?

Mortgage rates were at an all-time low during the summer and fall of 2010. Although we've seen slight increases during the last two months, rates are still very favorable as shown in the 25-year historical graph of national averages below.



If you currently have a higher fixed rate mortgage, or especially if you have an adjustable rate mortgage, please come in to talk to us. We may be able to help you save a substantial amount in interest!

Are you considering the purchase of a home? Let us help you through the process! We can close loans throughout the U.S., but we retain and service the loans locally.

Stop in or call one of our mortgage specialists:



Bruning – Jeff Hammer and Lori Utemark,  
Hebron – Shari Fischer,  
Broken Bow – Janice Nozicka,  
Holdrege – Nancy Hoeck

## 2011, Here We Come...

The mortgage lending industry in 2010 had its highs and lows. Now we wonder, "What will 2011 bring?" The question I am asked the most is, "What do you think the rates will be tomorrow?" WOW!!! What a loaded question! I wish I knew the answer.

Despite the fact that mortgage rates have risen over the past several weeks, the rates are still at historic lows. Rates are important, but rather than just focusing on a lower rate and lengthening loan terms, reducing the principal should also be a part of the equation. I feel that knowing the lender you are working with is also a very important part. If questions arise with your mortgage, you are able to stop by the office, have a cup of coffee, and get your questions answered. We understand the excitement and complexity of purchasing or refinancing a home and will strive to make the process as uncomplicated as possible. We are here to help walk you through the entire home loan process.

Whether you are looking at building, buying or refinancing a home, we provide:

- quick turnaround time
- in-house service
- in-house advertising
- a solid mortgage program
- assurance that your loan won't be sold to a mortgage company
- a staff that is readily available to help you

We look forward to helping you with any home loan needs in 2011. Remember, your needs are important to us.

Nancy Hoeck –  
Mortgage Loan Officer  
Holdrege Branch

## Messenger is now FREE!

This is a great service for tracking your personal account activity and balances, so we want everyone to be able to benefit from it!

If you haven't noticed it or tried it yet, there is a "Messages" box within your Personal Online Banking. Set up some new message requests today just to try it out – why not? It's FREE now!

Detailed instructions and FAQ's are available at <http://www.bruningbank.com/onlinebanking/messenger.htm>

If you would like to try Messenger but have not used Online Banking before, please complete and return an Online Banking Enrollment form first. Messenger is not yet available for Business Online Banking users but will be coming soon!

# BRUNING STATE BANK

P.O. Box 100  
Bruning, Nebraska 68322

Std  
U.S. Postage  
PAID  
Permit No. 4  
Bruning,  
Nebraska

Address Service  
Requested



YOUR COUNTRY BANK



## BRUNING STATE BANK

Charter No. 618

"Since 1891"

### Statement of Condition at Close of Business December 31, 2010

ASSETS	LIABILITIES
CASH.....\$6,852,000.00 (Cash in our vault, plus cash due on demand from other banks where funds are deposited.)	DEPOSITS.....\$164,211,000.00 (Amount of money on deposit by customers of the Bank, in the form of checking accounts, savings accounts and certificates of deposit.)
U. S. BONDS.....\$47,405,000.00 (This is the amount of government bonds owned by the Bank, most of which are due in less than three years.)	BORROWED FUNDS - FHLB AND OTHERS.....\$36,664,000.00
MUNICIPAL BONDS.....\$9,795,000.00 (Investments in high-grade bonds issued by cities, school districts and other municipal government.)	OTHER LIABILITIES.....\$494,000.00 (Accrued interest payable on all interest bearing checking accounts, savings accounts and certificates of deposit, payable at a future date, and income taxes payable during the fiscal year.)
FEDERAL FUNDS SOLD.....\$.00 (Funds loaned to other banks for daily cash needs, payable on demand.)	<b>TOTAL LIABILITIES.....\$201,369,000.00</b>
<b>TOTAL CASH ASSETS.....\$64,052,000.00</b> (Total of liquid investments that could be quickly converted to cash or other immediately available funds.)	<b>EQUITY CAPITAL</b>
LOANS AND DISCOUNTS.....\$147,274,000.00 (Amount of money loaned to customers for all types of loans, such as real estate, agriculture, commercial and consumer.)	CAPITAL STOCK.....\$600,000.00 (Par value of 6,000 shares of common stock of the Bank, paid by the people who own the stock.)
BANKING HOUSE, FURNITURE AND FIXTURES.....\$3,325,000.00 (The depreciated value of the Bank, all furniture and equipment.)	SURPLUS.....\$13,800,000.00 (Amount taken from the profits of the Bank to further strengthen the position of the Bank.)
OTHER ASSETS.....\$9,647,000.00 (Accrued interest earned but not collected and other receivables.)	UNDIVIDED PROFITS AND RESERVES.....\$8,529,000.00 (Amount that has accumulated from earnings of the Bank for reserves.)
<b>TOTAL ASSETS.....\$224,298,000.00</b>	<b>TOTAL EQUITY CAPITAL.....\$22,929,000.00</b>
	<b>TOTAL LIABILITIES &amp; EQUITY CAPITAL.....\$224,298,000.00</b>