

# BRUNING STATE BANK

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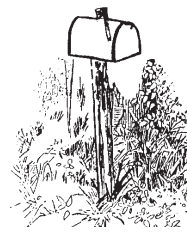
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## Do The Right Thing. . .

That sounds like a simple enough statement. There are days, though, when you wonder if anyone has that on their mind.

Who are we talking about? Business leaders, politicians, world leaders, sports figures, even you and me, along with almost all of society. Professional sports participants recently have come to the front pages with scandal.

When did all this start? Well, Adam and Eve decided to take a bite out of the apple, when they had been told "Do the right thing." (One of my staff members made the observation that it was probably the last time that a man listened to a woman...)

I've been warned, "Frank, quit preaching." Doing the right thing was a lot easier in the old days; life was simple. Rules and temptations were less complicated; discipline was quick and easy for parents. (I still remember where the razor strap hung.)

Doing the wrong thing can be understood easier for those who have little in life, but in hard times, doing the right thing was the only thing people had they could hold on to.

Does success (or visions of success) mess up peoples' lives? (Yes! Otherwise why would the most capable people seem to do the wrong things?)

All of the problems of business, sports, and government seem to be self-inflicted. I just returned from the Bankers' Convention. One thing for sure, Nebraska banks have a commitment to do the right thing. One speaker explained that small banks are not the problem, but we will be part of the solution.

I don't know if any high school or college graduates read this letter, but of all the rhetoric and advice anyone can give you, I think the best is "Consider discipline in your life." College (and life) is not just a social event, but you can have a happy life if you just remember these four words to live by:

DO THE RIGHT THING.

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

*"To thine own self be true" – William Shakespeare*

## Cooperation For The Common Good . . .

I recently attended the Berkshire Hathaway meeting and heard Warren Buffet and Charlie Munger speak about the economy and why it went into recession. They felt the reasons were mortgage lenders loaning money to people who didn't have the down payment and mortgage companies and banks got too lenient on their credit standards. Both men are very bullish on the economy long-term, looking for inflation to kick in sometime with higher interest rates to follow.

Warren (age 78), Charlie (age 85), and Frank Bruning (age 83) have all lived through experiences a lot of us have not. They have institutional knowledge to make better decisions based on the past. I feel we younger ones should listen better and ask many questions of our more experienced family members and businessmen to learn what has happened before and how to learn from that.

I also attended the Nebraska Bankers' Annual Conference in Lincoln, NE, and listened to several speakers sharing a similar message. When talking about honesty, integrity, and personal responsibility, some comparisons were made: Manny Ramirez - baseball player who was found taking performance enhancing drugs versus Pat Tillman - football player who died in Iraq, defending our country. Whose shirt do our children want to wear and try to be like? In pop culture, Bono helps people in Rwanda, Bill Cosby teaches parenting skills, and George Clooney assists people in Darfur. In religion, people like Billy Graham have made an impact on the world. In politics of earlier days, Roosevelt and Churchill respected each other and worked together. We hope that our representatives in Washington could be less partisan and more willing to address issues, working toward a higher purpose together. There should be a sense of cooperation, teamwork, and humility with less ego, arrogance, and desire for personal recognition.

These speakers challenged us all to be part of the glue that holds groups of people together and forms the pattern of the community. Be humble and generous - a team player to get people to work together on projects for the benefit of society. Focus on the fundamentals of honesty, integrity, personal responsibility, humbleness, confidence, and caring, leaving the egos and arrogance at the door.

*Fred Bruning – President*

*"It's amazing what you can accomplish if you do not care who gets the credit."*

# Calling all Generation Debtors...

After taking a month off to let out my inner Shakespeare, I am back to providing hopefully useful information that you can use to Build and Maintain Wealth or, for many of us, Reduce and Reuse Debt. (If you didn't get the Shakespeare comment you will have to look at our last issue.) So, if you remember my first article on the topic, I had you gather all of your statements and get them organized. Do you notice anything about what you have in front of you? More credit card statements than bank statements, no savings accounts or life insurance statements, or no retirement accounts? If you are in your twenties or thirties and you don't have a retirement account yet, we need to talk and sooner rather than later. If you have kids and you don't have any life insurance, if something were to happen to you, have you considered who is going to provide the money for your child to go to college or pay for your daughter's wedding? We will touch on all of these in more detail in later issues, but the one I want to spend some time on this issue is credit cards and not for the reason you think.

Like I have said, with full-disclosure, my wife and I have several credit cards and a couple of them currently carry a balance on them but we are comfortable (sort-of) with the balance and have a plan to get them paid off. If you, like most people, throw away a lot of the disclosure statements you get from companies regarding privacy or changes in policies, you have just thrown out budget altering information. Because of the credit crisis and the way some of the laws are written, as long as your credit card company gives you advance notice, they can change the rate and fees they charge you at any time. Guess what the last disclosure you threw away probably was?....a set of fee and expense changes! We all know that we shouldn't carry a balance on our credit cards, but whether we like it or not, life gets in the way of our finances sometimes which is why we need to be extra careful and smart with credit. Based on the last statement you received, your rate (probably sitting at 8-14%) was probably tied (usually 3-15% above) to prime (as of 05/18/2009 it is 3.25%) which is a universally used index when it comes to determining the rate you are charged to borrow money. Because rates have gotten so low, many credit card companies are instituting floors on their interest rates or even changing the index they tie to. This means higher interest rates for those of us who carry a balance from time to time.

Another large change is an increase in the annual fees. Do you have an airline miles card that you have been saving miles for five years and you are now just 1000 miles short of a free ticket to Cabo? Did you know that most rewards cards carry some sort of annual fee and if you would have read your disclosure statement you may have found out that they are increasing not only the annual fees for the card, but they are adding conversion fees and other fees tied to the rewards you receive? As an example, when you finally save up enough miles, you can only fly on February 29<sup>th</sup> and only in odd numbered years because the airlines are losing money and your "free" ticket isn't going to stand in the way of a full-fare passenger. So now what do you do? First, look at your current credit cards and get online or call the number on the back to find out what the annual fee and annual percentage rate is and will there be any changes to that in the upcoming months? Second, if you have decent credit and have been paying your account on time and your interest rate is over 15%, ask your card company to lower the rate. If they say no, do some

checking because you may be able to get some pretty low rates right now. Third, if you are paying an annual fee for a rewards card, you may consider dropping it, because, as an example, the \$150 you get charged to have the airline card almost pays for two round trip tickets to Chicago and who wouldn't want to go to Chicago for a weekend? Fourth, take advantage of some of the balance transfer options offered by the credit card companies. If you have a balance and you get offered a teaser rate for nine months at 0% interest, you may want to take it, even if the fee is 3%. To illustrate, if you are going to carry the balance the full nine months and your current rate is 15%, your savings in interest may exceed the 3% fee. And last, read your disclosures. They get sent to you for a reason. Fee increases or not, most of the time those disclosures affect your account and how you manage it. That is really what these articles are all about, taking control of your money and using it to your advantage.

Chris Tonniges –  
Assistant Vice President\*

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\*May lose value \*Not FDIC insured \*No Bank guarantee

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**Health Savings Account**



**We will Deposit the First \$1 for You!**

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- \*NO ANNUAL FEE
- \*Free Unlimited Transactions
- \*Interest Bearing Account
- \*Tax Benefits
- \*Allows you to save money for medical expenses & emergencies
- \*Money in account can accumulate year to year

(Interest rate and annual percentage yield may change)

**Stop by any of our locations to ask about a free Health Savings Account.**

## Graduates...

There are so many firsts in our lives – first day of kindergarten, first day of middle school, first day of high school, first day of college and first day on a new job, etc.. Bruning State Bank is here to make all of your first steps a little easier, whether it be a savings account, checking account, ATM Card, Internet banking, loan information, insurance needs or investment possibilities. Congratulations on your achievements and GOOD LUCK as you make your next "transition."

# Credit Freeze: When Should It Be Used?...

Last month I wrote about fraud alerts which are simple to place on your accounts and are free. In this article I will explain what a credit freeze is, what the pros and cons are, and when to use it.

A credit freeze is a way to block your credit reports to make it a lot tougher for an identity thief to get a loan or open a credit account in your name. While a freeze is in place, no one, not even you, can open an account in your name. Lenders, insurers and even employers doing background checks are not able to access your credit file. However, a credit freeze doesn't prevent or limit you from using the credit you already have.

You can have a credit freeze lifted, or "thawed," if you need to get new credit, but you have to give the bureaus a specially issued personal identification number and a few days' notice to do so. All three major credit bureaus – Equifax, Experian, and TransUnion – extend credit freezes to everyone who wants them.

To get a credit freeze you have to send a letter via certified mail that includes a bunch of identifying information and, typically, two proofs of your residence, such as copies of your driver's license and a utility bill. (The rules differ somewhat by bureau so you will need to contact Equifax, Experian, and TransUnion.)

If you want to lift the freeze so you can get credit, you have to notify the bureaus, supply the PINs they gave you and then wait. The amount of time the bureaus have to honor your request varies by state. In any case, because a freeze puts an end to "instant credit," you'll actually have to plan ahead if you want to open an account.

Nebraskans will pay \$15 to each bureau to freeze their credit report. The fees are waived in many states if you're a victim of identity theft, and a few states also waive fees for senior citizens.

To lift or reinstate the freeze in Nebraska, you will pay \$15 to each bureau for a general credit-report thaw, or \$15 per bureau to thaw your report for a single lender. Fees can also be assessed for removing the freeze completely or for reissuing a PIN if you forget it.

A credit freeze remains in place until you lift it – except in Nebraska, a credit freeze expires in seven years.

You probably need to freeze your credit:

a) if someone stole enough information about you to open a credit card account or get a loan in your name; then you need to make sure such fraud doesn't happen again, or

b) if criminals got into records that contained the keys to your financial identity – your name, Social Security number, address and date of birth – you should be concerned. There's no guarantee you'll become the victim of new-account fraud, since typically the bad guys use only a fraction of the records they steal in database breaches, but the odds of becoming a victim of new account fraud just went up, or

c) if your wallet or purse is missing. The thief now has your driver's license with your name and address. You may have been smart enough not to carry your Social Security card, but the number may be on your health-insurance card. Or the thief could use the information he now has to buy your number online, or

d) if you don't trust your nearest and dearest. You may be most at risk not from strangers but from relatives, friends, acquaintances and household employees who have access to the details of your personal and financial life. If you have reason to suspect someone in your life is less than honest, a credit freeze could be warranted, or

e) if you are not at any great risk for identity theft, but still want it for peace of mind.

Although several companies offer to place fraud alerts or freezes for you, it doesn't make much sense to pay others to do what you could do yourself for less (or for free, in the case of fraud alerts). Don't institute a freeze if you're about to be in the market for credit, and make sure your PIN is kept in a safe place so you can thaw the freeze when you want.

If you want to place fraud alerts, you can call Equifax at 1-800-525-6285, Experian at 1-888-397-3742 and TransUnion at 1-800-680-7289.

*Craig Pope –  
Hebron Branch President*

**Bruning State Bank is eager to serve all  
your financial needs,  
and using a credit card from the Bank you know  
and trust makes good sense!  
Choose from a variety of cards to best  
suit your needs:**

Visa® Signature Rewards:

- Special \$25 bonus
- No annual fee
- 1% unlimited cash back

Visa® Platinum:

- No annual fee
- Competitive rates
- The simplicity and convenience of a traditional credit card

Visa® Co-Signer:

- Build or improve your credit rating
- Apply with a co-signer

Visa® College Rewards:

- No annual fee
- Earn one rewards point for each dollar spent
- 1,000 bonus points on first use
- Redeem rewards points for discounted airfare, gift cards, or even cash
- Low rates and manageable credit lines

**PLUS - All of our credit cards include:  
The security that comes with every Visa® credit card  
Competitive rates  
Acceptance at more than 20 million locations**

**Stop by any of our locations to pick up an  
application today!**

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## Have Fun “OFF & ON” This Summer!...

Are you the proud owner of a recreational vehicle – an ATV, golf cart, pull-type camper, jet ski, motorboat, or motorcycle? Do you plan on using these items anywhere besides “ON” your own insured premises? Do you have the “OFF” premise liability coverage to protect you?

Review your coverage before using these items this year!

### ATVs, 4-wheelers and golf carts

\*Most farm and home policies provide ON-premise liability coverage only and extend that coverage to public golf courses for golf carts.

\*Home policies do not provide medical payments coverage for the ATVs and farm policies limit the medical payments to hired hands only.

\*NO automatic physical damage coverage on most home and farm policies.

### Campers and trailers (pull-type):

\*Liability coverage usually follows the auto insurance on the towing vehicle.

\*Some home and farm policies provide limited physical damage coverage (around \$2000).

### Jet skis and motorboats:

\*Farm and home policies usually include liability coverage, but it is usually limited to certain horse-power motors and certain boat lengths.

\*Limited physical damage may be included on the farm and home policy (around \$2000).

### Motorcycles, trail bikes, mopeds, scooters etc:

\*Home and farm policies may provide ON-premise liability coverage for bikes not licensed for road use.

\*NO liability coverage from the home and farm policies if bikes are licensed for road use.

\*NO automatic physical damage coverage from home and farm policies.

Each insurance company has its own rules, so be sure you contact your agent and review your coverage.

We want you to have a fun summer both “ON” and “OFF” premises! We offer both recreational vehicle and motorcycle policies, along with farm, home, auto, umbrella, bonds, commercial insurance, multi-peril crop, crop hail, livestock, PRF, and other insurance.

Contact us today and have fun “OFF & ON” this summer!

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

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## How's College Going?...

I think Cecelia is better to answer the question than I am, except that she does not write a column for the Bruning State Bank Newsletter, so I'll have to give you the perspective of the empty nest parents.

Our daughter attends Southeast Community College in Beatrice, Nebraska. This 2 year junior college offers a wide range of programs and degrees. The college has 3 campus locations, Beatrice, Milford and Lincoln. She is currently enrolled in the Associates Degree in Academic Transfer. To my knowledge she has not declared a certain major or made up her mind which field she has the most interest in. Depending what area she may decide upon, Southeast has agreements or works to move as many hours as possible for acceptance to larger schools like Peru State College, Northwest Missouri State University, Doane College, Kansas State University and others. What I like about that scenario is that those hours that accumulate now cost a lot less than the hours at any of the aforementioned schools. So upon transfer, we are cutting in half the cost of the last 2 years of a 4 year education. As the country struggles through some of the most difficult times since the 1980s, it makes sense to be trimming some costs.

Even though Beatrice is not far from Bruning (a little over a 45 minute drive to campus), the college experience is very real. As people say, we should not brag on our kids, because we don't have them raised yet. I will say that, so far so good from what we know. She made the Dean's List a couple of times and with her participating in volleyball and basketball, she was able to make the All-Conference Academic Team as well as the All-Conference Teams in both sports. Needless to say, we did spend some money on \$4.00 gas to attend a few games over the last few months.

For those of you with kids still in grade school or high school, it is not too late to begin saving. Even with scholarship assistance it still takes more to keep things going than you might expect. Finding ways to fund an education are quite a challenge; some people apply for a variety of scholarships (I think a lot of parents fill out a lot of paperwork for the kids; I guess it helps the bottom line. It doesn't teach the kids much, unless they are really doing it themselves).

For a small school, Southeast in Beatrice has around 1,650 students. For Jill and me growing up and living our lives in rural Nebraska, we have found this little campus to be quite a melting pot of culture and humanity. From Ag majors to the foreign students, the campus and its students are about as diverse as it gets. Cecelia was thrown in head first and seems to be adjusting. This melting pot has been good for her and good for us.

So with the end of the 4<sup>th</sup> quarter or the end of the first year in sight, I would have to say that Cecelia shook off her home sickness much faster than Jill and I; we're still adjusting to the empty nest.

*Jerry Catlett –  
CFO*

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## “Be who you are...”

...and say what you feel, because those who mind don't matter, and those who matter won't mind.”

--- Dr. Seuss

There is a story told about a bunch of tiny frogs who arranged a competition. The goal was to reach the top of a very high tower. A big crowd gathered around the tower to see the race and cheer on the contestants.

When the race began, no one in the crowd really believed that the tiny frogs would even reach the top of the tower. There were comments made like: “Oh, that's too difficult!” “They won't ever be able to make it!” or: “There's no way on God's green earth they will succeed. The tower is way too high!” Frogs began giving up and collapsing, one by one, but there were a few who were climbing higher and higher...

The crowd continued to yell, “It is too difficult! It can't be done!” More of the little frogs got tired and quit.

But one continued on. All the rest of the frogs had given up climbing the tower except for the one tiny fellow who was the only one who reached the top! Everyone wondered how this one frog managed to do it.

Someone asked the winner how he had found the strength to succeed and reach the goal. It turned out that the winner was deaf! He couldn't hear everyone telling him that it wasn't possible, that he couldn't do it! Instead, as our loan administrator Beth says, he “endeavored to persevere.”

The moral of this story is: “Don't listen to other people's negativism or pessimism, because they take your most wonderful dreams and wishes away from you. Always think of the power that words have, because everything you hear and read will affect your actions.”

Therefore, always be positive, and above all, don't listen when people tell you that you cannot fulfill your dreams! Where there's a will, there's a way!

While I am waxing anthropomorphic, here's another story with something to teach us:

One evening, an old Cherokee told his grandson about a battle that goes on inside people. He said, “My son, the battle is between two 'wolves' inside us all. One is evil. It is anger, envy, jealousy, sorrow, regret, greed, arrogance, self-pity, guilt, resentment, inferiority, lies, false pride, superiority, and ego. The other is good. It is joy, peace, love, hope, serenity, humility, kindness, benevolence, empathy, generosity, truth, compassion, and faith.”

The grandson thought about it for a minute and then asked his grandfather, “Which wolf wins?”

The old Cherokee simply replied, “The one you feed.”

Happy Graduation to you all!

*Janet Germer -  
Vice President*

## Things To Remember...

### Multi-Peril Crop Insurance:

May 31: Final planting date for corn in most Nebraska counties.  
June 15: Final planting date for milo & soybeans in most Nebraska counties.

June 30: Final date to report your corn, milo, soybean, and oats acres and plant dates for multi-peril crop insurance.

June 30: Final date to submit all forms/reports for the Bio-Tech endorsement on corn.

### Planting:

\*A discernible break in the planting pattern, visible by aerial photos, must be made by June 30<sup>th</sup> in order to keep your irrigated and non-irrigated acres separate.

\*Keep record of your acres by section, practice, and share for accurate acreage reporting.

\* June 30<sup>th</sup> is the final date to report your acres, so try to have your acres certified with the FSA office as soon as possible.

\*Be sure to contact your agent BEFORE you destroy or replant any acres, as you must get authorization from the adjuster.

\*Contact us right away if you think there is a loss on your crops.

### Bio-Tech Corn:

\*You must meet all the requirements of the policy and endorsement, and must complete and submit all the paperwork by June 30<sup>th</sup> in order to qualify for the premium rate reduction.

\*Penalties for non-compliance range from losing the premium reduction to having your entire corn policy cancelled, so it is very important to contact us now.

AND on another note...don't forget to get your crop HAIL insurance taken care of today!

Contact any of our agents with questions on your hail or multi-peril crop insurance.

*Jeff Hammer, Kathy Roberts, Craig Pope,  
Shari Fischer, Janet Germer, Fred Kobza  
& Ryne Philippi –  
Crop Insurance Agents\**

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**Don't Let Mother Nature Gamble  
With Your Crops**

*It Pays to be Protected!*

A hail storm can cause devastating losses to your crops.

Call your Bruning State Bank Insurance Agent today to make sure your farming operation isn't at risk.

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## Estate planning?...

At your death or some event that renders you incapable of managing your own business matters, what happens to all the assets you have worked so hard to accumulate? Do you want to make sure your heirs receive your property in the manner you desire? Or maybe even make sure they don't? Estate planning involves many things to consider and many different ways of accomplishing your plans. One means of managing your estate is a trust.

A trust is a legal arrangement where money or other assets are designated by the trustor or settlor to be held and managed by one person or entity (the trustee) for the benefit of another (the beneficiary). This can be set up through a trust agreement or a will. There are many kinds of trusts that can be created to accomplish many different goals. The most common reasons for a trust are to provide personal and or financial safeguards for family or other beneficiaries, including your alma mater, your church, or your preferred charities. Benefits may be postponing or even avoiding certain taxes, as well as controlling or administering the property.

As you may guess, there are many different types of trusts, which are classified by their purposes, what they hold as assets, how long they last, their relationship to the trustor's life, and the manners in which they are created. There are living trusts (put in play "during life") or testamentary trusts (put in to effect through a will, thus "not during life".)

Living trusts can be irrevocable or revocable, but the tax treatments are substantially different. Unless explicitly named revocable or irrevocable, a trust may be considered irrevocable. Testamentary trusts, since they are created as part of a will, can be changed or canceled at any time prior to the death of the trustor by making a new will, or adding amendments to the will to make changes or additions using "codicil." This type of trust goes into effect at the death of the person making the will.

Sometimes a trust can serve to simplify a business situation. For example, if you want the property you have accumulated to stay "in the family", yet provide some financial benefit to your heirs (or beneficiaries), a trust can be set up to manage the property, pay taxes, and disburse income as designated in the trust agreement.

If you are considering creating a trust, things you need to consider include your personal situation, such as age, health, financial and marital status, family relationships and what you hope to accomplish through the trust. Also important is what property will be held in trust. Be sure that any assets, such as real estate, deposit accounts, etc., that you intend to include in the trust are appropriately titled.

There are many other types of trusts, which will be covered in future issues of this newsletter. In the meantime, if you have questions, please contact an attorney of your choice, or visit with Frank, Fred B., Renee, Janet or Darlene in Bruning; Dan or Kim will be available for questions in Broken Bow.

*Trust Department*

## Teach Children To Save...

Another school year is about to wrap up and it is rewarding to see another 5<sup>th</sup> grade class complete the Bank of Broken Bow's "Savings is FUN" program. Each year my program challenges the kids to meet a pre-set saving's goal. Through an eight week period, it is the child's responsibility to log each grade in his/her checkbook register and keep the total current. Each letter grade has a pre-set dollar value. A child's behavior is also graded and a value is awarded or subtracted. At the end of the eight weeks, those that have met the goal get to take part in a pizza party! (It just amazes me how hard they will work when pizza is involved!)

I often worry that this project is too boring for the kids, but this year they proved me wrong again! It is so exciting to see the drive these kids have, even after their personal goal is met. The 5<sup>th</sup> grade teachers told me stories of kids wanting to turn in attendance points for dollar values even though they had already exceeded the goal. It just goes to show that some kids really understand the savings concepts and strive to go above and beyond what is asked of them. What a GREAT quality to acquire at their age!

Every year that I teach this program, I feel very fortunate to be able to pass on my enthusiasm for banking and money. To see these kids' excitement makes me a firm believer in their future.

*Janice Nozicka – Loan Clerk  
Bank of Broken Bow*

In the early 1980s, the Nebraska Bankers Association started a financial education program called PEP (personal economics program) for our youth. This year, 2009, marked the 13<sup>th</sup> annual Teach Children to Save Day where bank personnel brought financial education into our school systems across Nebraska.

Bruning State Bank, Bruning, Hebron and Broken Bow have made presentations to the students in all locations this year. Janice Nozicka was in charge of the program in Broken Bow and Sarah Miller and Kristen Monteforte headed up the classes in Bruning-Davenport and Thayer Central school systems.



### The clock is ticking...

*do you know where  
your money is?*

Sometimes it's easy to lose track of time, especially when it comes to keeping an eye on all of your investments...It's extremely important to be sure your financial portfolio is still on track with your investment goals.

Talk with a qualified financial consultant to make sure you're on the right track. Call us TODAY to schedule a no-obligation portfolio review!

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## Thoughts on Marketing 2009 Crops. . .

As every farmer knows, no two years are alike. Weather, market prices, and timing of sales are moving targets that make each year unique. Since no one has a crystal ball, it becomes quite a challenge to market crops. Marketers will tell you to not worry about trying to hit the high. Focus on trying to sell above your break evens, and don't let your emotions get in the way of good marketing strategies.

Many of the farm customers we work with have become good marketers over the past few years. However, I know there are a number of farmers who really don't have much of a marketing strategy.

For those farmers who have sold little or none of your 2009 crop you need to think about how demand has changed from last year. Less than a year ago you were able to sell corn from \$5.00 to \$7.00 per bushel, and beans from \$10.00 to \$13.00 per bushel. The reason grain commodities were so high was because of the price of crude oil going up driving up the price of ethanol and in turn driving up the price of corn and basically all grain.

This year, demand is much different. We are in the middle of a severe recession. This has slowed the economy down, which has slowed down the demand for crude oil products. Thus crude oil went from \$120 per barrel down to \$40 per barrel. This dropped the price of ethanol and the price of corn and all other grain.

It is not likely the grain market will come back up to last year's prices given less corn being used by ethanol plants, since the industry is going through an economic down-turn with a number of plants shutting down, the "cattle on feed" report for April shows fewer cattle being fed, and the hog industry losing money on every hog being fed. When I talk to the local grain elevator managers they are telling me they still have a lot of 2008 grain in their bins and don't expect to have it cleaned out by harvest.

For all of these reasons, any farmers who have not marketed a portion of their 2009 grain need to think about taking advantage of the spring weather rally in the market. Today you can sell new crop corn here at the local elevator for \$3.87 to \$4.07 per bushel, and you can sell new crop beans for \$8.81 to \$8.97 per bushel. Maybe this sounds cheap to you, but remember that supply and demand are going to be different this year than last unless we have a drought in the corn belt or something happens to break down the oil distribution system.

No one knows what grain commodity prices are going to do. All I know is, \$4.00 per bushel corn and \$8.90 per bushel beans make you more money than \$2.80 per bushel corn and \$6.90 per bushel beans.

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

## Getting Ready For Vacation!!!...

Bruning State Bank no longer offers American Express Travelers Checks; we do have American Express Travel Cards that are available for purchase. The card cost is \$10.00 and then funds can be added to the card.

Also remember your VISA Debit Card can be used anywhere in the world. If you do not have a card, please come in and we can order a card for you. There is no fee to order a VISA Debit Card. First time applicants need to fill out a form and approval is necessary to qualify for the card. The processing takes about 7-10 business days, so plan in advance. We think that you will find using your debit card very convenient for all of your shopping needs.

Have You Received Your 5498 Form???

For those of you that have received 5498 forms in the mail after April 15<sup>th</sup>, this form is not for tax purposes. It is only for your information of the taxes that you reported on your tax return, to make sure the amount reported was accurate. This form is required by law to be sent out to customers. All you need to do is verify the amount and file it with your tax papers.

*Cheryl Houser, Joan Durham, Nancy Lahners,  
Ambur Hinrichs & Jessica Dowdy –  
Customer Service/Bruning*

## Newest Bank Member...



My name is Jessica Dowdy. I began working for Bruning State Bank in May for a summer internship program. I grew up on a farm near Carleton, NE with my parents Doug and Kelly Dowdy, and graduated from Shickley High School in 2007. I recently finished my sophomore year in college at the University of Nebraska in Lincoln majoring in Agribusiness Banking and Finance. Through the Nebraska Bankers' Association, internships and scholarships are set up for students majoring in this area of study. The purpose of the internship is to provide a wide range of learning opportunities related to banking including agricultural lending, bank teller, loan analysis and documentation, as well as other bank department operations. I plan on graduating from UNL in December 2010 and thereafter work within the agricultural and finance industry.

# BRUNING STATE BANK

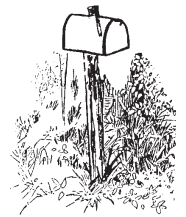
P.O. Box 100  
Bruning, Nebraska 68322

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Nebraska

*Address Service  
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YOUR COUNTRY BANK



## ***Bookkeeping Going Green...***

We currently print checking statements and money market statements on separate forms. Some of you have both types of accounts that cycle at the end of the month and we have been trying to mail them together. Beginning the end of May, the money market information will print with your checking account statement. It will follow the savings account information. We will check first to see that the account owners are the same before any accounts are combined. There will be no change for those of you whose checking account statements cycle at other times of the month.

We expect this, in a small way, to reduce our paper usage (thus going green). Coincidentally, the checking statement forms "are" green.

If for some reason this combined statement set-up doesn't work for you, feel free to give us a call and we will change back to separate forms on your account.

*Pam Lemke, Janice Fintel  
& Carm Hinrichs –  
Bookkeeping Department*

## ***Take Us With You...***

We would like to congratulate all of you graduating seniors this year. We feel you can "take us with you" when you go forward with your next step in life. Just because you are leaving the area, by no means does this mean you have to leave "Your Country Bank."

We offer numerous products and services that can accommodate your needs. If you currently bank with us, you can easily keep up with all of your account information even if you are far away. It is convenient and easy to bank with Bruning State Bank by mail, phone (800-403-5889/Bruning, 800-405-6167/Hebron, 877-872-2757/Broken Bow), Internet Banking and ATMs.

In order to keep in contact with us, remember to always update your address when you move. Simply give us a call or drop us a note so that we can send your statements and any other information you may need. We want to be your Bank now and in the future!

*Sarah Miller –  
Marketing Director/Loan Officer*