



I remember wondering this winter during all the fog days, if my grandfather's "old wives tale" would come true that precipitation would follow in 90 days. Well, this spring seemed to confirm that theory. After the last couple

years of drought, the recent rains were refreshing to see. Unfortunately, Mother Nature doesn't just give us gentle rains. We also received some unwanted severe weather as well.

While driving to Harlan this past week, I saw the reminder of what can quickly happen to your farmstead during severe weather. Our thoughts and prayers are with our friends and family in the Harlan and Minden areas. In time, we can rebuild what we have lost. However, the emotional and financial stress will take some time to recover. Living in the heartland, we can be thankful that we have plenty of good folks and neighbors who are always willing to help when faced with the unexpected aftermath of severe weather.

The financial stress on a major event is, at times, easier to control than the emotional stress. As we have seen in recent years, the cost of goods, supply issues, and inflation have impacted our lives. It is important each year to evaluate your operations and your risk to determine your insurance needs. As many of us have seen, the cost of insurance is going up, however the cost to replace our assets appears to be going up even higher. In order to help prevent financial stress, you should spend time understanding and updating your insurance coverage to ensure you understand the total financial risk level of

your operation. Unfortunately, we sometimes see a valuable or useful asset become salvage due to an uncontrollable accident or severe weather. In these times, we find out after the fact that the insurance coverage on that asset is not enough to replace it. Sometimes the cost of replacement is double the amount of the insurance claim you received. Please take time to review with your insurance agent and lender your equipment policy and other policies to ensure you are comfortable with your coverage and get all your questions answered.

Insurance is a hedge tool to prevent major financial downfalls in your operation, very similar to the tools you see when marketing your commodities. One commodity hedging tool that we have seen a lot of demand for recently in the livestock sector is LRP (Livestock Risk Protection). This is a tool for a market livestock producer to consider. It is a way to prevent financial downfall by placing a floor and giving the opportunity to catch the topside of that market. If you are a livestock producer and are curious about learning more about LRP, I encourage you to contact your lender to discuss this product. At UBI, we want to provide tools and resources so all of our producers have an opportunity to be successful, and to help eliminate some risk.

On behalf of the UBI staff, I wish all of you a safe and enjoyable summer.

Jim Friel  
V.P. Regional Branch Manager  
Carroll Office

## Iowa's #1 Ag Bank

## *Our 20th Year!*

We are proud to be recognized as the #1 Ag Bank in Iowa for the 20th year. This honor is based on information the FDIC provides to the American Bankers Association listing the top 100 farm lenders ranked by dollar volume across the nation. This ranking is a reflection of our commitment to rural Iowa, loyal customers, experienced and knowledgeable staff, and local ownership. Thank you for your business!

