









The Compass

Pointing You In The Right Direction!

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Thanks !!!

As we begin a new year, we would like to take a moment to express our sincere thanks to you for placing your confidence in us. Your confidence drives us to continue to improve our business practices and techniques.

Policy Reminders

CRC –RA—IP—APH Policy Holders

The insurance season for Spring row crops closed on December 10. Any revenue losses must be reported within 45 days after the official harvest price announcement date.

If you suspect a revenue or yield loss, contact us immediately!

Did you know...?

The Loss Notice deadline is within 72 hours after suspecting a loss has occurred, (after making several swipes in the field), but no later than December 24. (i.e. To report a loss, contact us immediately!)

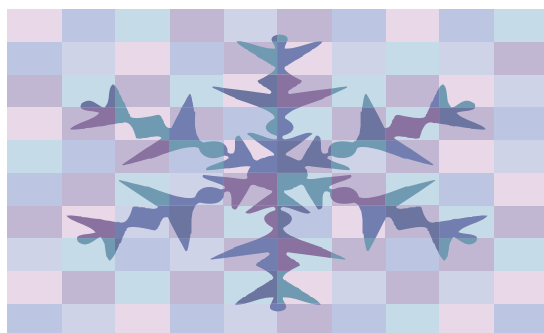
Recipients of Indemnity Payments

Proper signatures are being watched very carefully on any paperwork submitted to the insurance companies. RMA is requiring that the entity name and the signatory both be on the endorsement line of the check. This does not apply to individual or spousal agreements.

To ensure proper payment for policy loss payment checks, you must endorse your checks fully and properly to match the legal policy holder. Loss Payment Checks are made out to the insured entity and the endorsement must match or your payment could be delayed. RMA is also tracking / data mining load records and sales.

Large Claim Audit - Revision

Automatic policy audits are triggered for all loss claims exceeding \$100,000. RMA has now added an automatic three (3) year APH audit / review for all large claims.



To B.Y.E. - or - Not To B.Y.E.

(Biotech Yield Endorsement) may be the question for you to discuss with your Goshert Insurance Agent for the spring of 2008.

Dec 13, 2007 the RMA announced the long rumored “Biotech Yield Endorsement” as a *pilot* program in Indiana, Illinois, Iowa, and Minnesota. This *pilot* offers producers a premium rate reduction if they plant a majority of their non irrigated corn which contains 3 specific Monsanto biotech traits. These traits are available through over 250 brand names of hybrids.

The RMA will release the BYE eligibility criteria and instructions to approved insurance providers in the near future. So it’s more important than ever to talk to your Goshert Insurance Agent before you make your risk management and planting plans for 2008!

Identity Theft

Goshert Insurance provides customers with products for the increasing problem of Identity Theft.

Our Agency has researched the market for the most complete protection available. We have found that the *Identity Theft Shield* provides coverage for all 5 areas of Identity theft. Contact our office today to learn more.

2007 Revenue Prices Results

2007 HARVEST PRICES	PLANT PRICE	RMA FINAL HARVEST	% CHANGE FROM PLANT
CORN	GRIP / CRC \$ 4.06	\$ 3.58	11.8 %down
CORN	RA / IP \$ 4.06	\$3.82	5.9 %down
SOYBEANS	All Plans \$ 8.08	\$ 9.75	20.5 % up

Revenue losses are determined by the combination of ending price (shown above) and ending yield. In '07, if **your** corn production (CRC or RA) or the **county harvest yield** (GRIP) are below average, your revenue policy may trigger this year. RMA normally will release NASS county yields in early March.

“Happy New Year”

“January 1st always means a new start for everything we do. If it’s weight loss, cleaning house, paying off bills, taking up a new hobby, lets put all the effort we can into following through this year! If not, there’s always next year.!!!”



INTRODUCING OUR NEW CROP AGENTS

Chad Leman has joined Goshert Insurance LLC as a new crop agent. Chad is co-owner of Leman Farms Inc. which includes raising corn, soybeans, and hogs in Eureka Illinois.. They have two full time and two part time employees. His family includes wife Staci and four daughters Tess, Darby, Sofie, and Sierra. His off farm activities include Farm Bureau, school board member, and Sunday school teacher. His hobbies are horses and hunting. Start the year out with a call to Chad at 309-264-5070.

Lavern (Bernie) Larson has also joined Goshert Insurance LLC as a new crop agent. Bernie brings several years experience selling both crop and property casualty insurance. Bernie has been an active Illinois farmer for the past 30 years. His extensive agriculture back ground gives him the experience needed to provide his customers all around coverage. Bernie resides in rural Laura, IL. with his wife Jean . They have three sons and one daughter and nine grandchildren. In his spare time he enjoys hunting and fishing. Give Bernie a call today at 309-635-5072.



SELLING LAND

If you are planning to sell farmland, there may be some program consequences you should be aware of with the USDA. For example, if you’re planning to sell land that’s enrolled in the Conservation Reserve Program, the buyer must agree to continue the enrollment. If the buyer doesn’t want to continue the CRP contract, you might have to refund all of the payments you’ve received to date.

Reviewing program implications with your local Farm Service Agency staff before completing a sale of farmland is always a prudent precaution.

USDA November Yield Estimates

According to the following states’ November Agriculture Reports, the following average estimates have been noted:

	<u>CORN 2007</u>						<u>BEANS 2007</u>					
Illinois -	Est.	178 bu.	up	15 bu.	from	2006 avg. 163 bu.	Est.	44 bu.	dn	4 bu.	from	2006 avg. 48 bu.
Iowa-	Est.	175 bu.	up	9 bu.	from	2006 avg. 166 bu.	Est.	52 bu.	up	1.5 bu.	from	2006 avg. 50.5 bu.
Indiana-	Est.	158 bu.	up	1 bu.	from	2006 avg. 157 bu.	Est.	44 bu.	dn	6 bu.	from	2006 avg. 50 bu.
Michigan-	Est.	117 bu.	dn	30 bu.	from	2006 avg. 147 bu.	Est.	36 bu.	dn	9 bu.	from	2006 avg. 45 bu.
Ohio-	Est.	150 bu.	dn	9 bu.	from	2006 avg. 159 bu.	Est.	46 bu.	dn	1 bu.	from	2006 avg. 47 bu.
Wisconsin -	Est.	140 bu.	dn	3 bu.	from	2006 avg. 143 bu.	Est.	39 bu.	dn	5 bu.	from	2006 avg. 44 bu.
<u>US Total-</u>	Est.	153 bu.	up	3.9 bu.	from	2006 avg. 149.1 bu.	Est.	41.3 bu.	dn	1.4 bu.	from	2006 avg. 42.7 bu.



Goshert Insurance

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Goshert Insurance LLC is pleased to announce the addition of Janet Shepherd to their professional staff. Jan brings twenty seven years experience in Property Casualty Insurance as both a customer service representative and writing agent. Jan looks forward to helping customers receive the personal assistance they need for all their insurance needs; home, auto, commercial and farm.

Jan lives in Warsaw with her husband, Columbus. They have two children and two granddaughters.

Please call 574-267-0132 or 888-648-0132 for a quote on your insurance.

Goshert Insurance can meet all your Property and Casualty Insurance needs!

Whether you need Farm Owners, Farm Auto, Homeowners, Personal Auto or Commercial, your Goshert Insurance agent is ready to work with you to help you identify the insurance services that are right for you. We are committed to staying on top of current insurance trends and new products in order to provide you the protection you need. We strive to lower your insurance costs and reduce any gaps in coverage you may have. Contact your agent for a no cost, no obligation, review and comparison of your current insurance.

What to plant in 2008

With the ethanol boom the last couple of years, corn has been “king”. There has been talk of the U.S. growing primarily corn, while importing much of our needed soybeans. Now, soy-diesel is becoming more common and popular, resulting in the growth of soy-diesel producing plants. In addition, there is a continued strong demand for soybeans as an export and as a protein source for livestock. These and other factors have caused soybeans to become much more valuable, even getting close to a traditional soybeans to corn value ratio of 2.5 to 1.

Last year, many producers planted more corn than soybeans because of the economic advantage. What will you plant in 2008? What should you plant?

Currently next years markets are: CBOT November ‘08 Soybeans are \$11.52 bu, and December ‘08 Corn is \$4.83.

Using Kosciusko county Indiana and Tazewell county Illinois as examples, the respective 5 year average yields are; (Kos.) Corn 147 bu/acre - Soybeans 44.5 bu/acre, and (Taz.) Corn 167.5 bu/acre - Soybeans 50 bu/acre.

With average cost of producing a crop; (Kos.) Corn \$450 - Soybeans \$275, and (Taz.) Corn \$510 - Soybeans \$335, we are able to set up the following chart.

Crop	Avg Yield	Sell Price	Gross Income	Cost to Produce	Net Income
Corn - IN	147	4.27	627.69	450.00	177.69
Soybean - IN	44.5	10.22	454.79	275.00	179.79
Corn - IL	167.5	4.27	715.22	510.00	205.22
Soybean - IL	50	10.22	511.00	335.00	176.00

There are several ways to interpret this information. You might say that corn has greater profit potential, therefore I will plant more corn. You might also say that you are able to beat the average yield of soybeans but not corn, therefore you will plant more soybeans. Or, soybeans have a lower production cost and so pose a lower risk to produce. There are many factors, unique to your situation, that determine you planting mix decisions.

When you look at the cost of production, are you willing to put out that much money without any guarantee of a return?

You can cover the cost of your production with either a GRIP, CRC, or RA policy. By having a crop insurance policy in force, you can also more comfortably forward sell part of your crop and lock in a profit for 2008. Let your Goshert Insurance Agent walk you through the costs / benefits of guaranteeing your revenue and working toward a stabilized profitability.



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Upcoming Farm Show Dates

**Jan. 15-17, 2008, Fort Wayne, IN **Jan. 23&24, Gifford, IL **Feb. 18, 2008, Coldwater, MI
War Memorial Coliseum Gordyville USA Branch Area Careers Center

YOU'RE INVITED!!

Goshert Insurance will be in Ft. Wayne, Indiana at the War Memorial Coliseum for the
Annual Ft. Wayne Farm Show.

January 15-17, 2008

We are located in area Expo 1 - Booth 295

The first 10 people to find our booth and
mention this newsletter will receive a gift!!

Contacting Your Agent

Richard Goshert	-	Richard@goshertins.com	Rick Goshert	-	Rick@goshertins.com
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Duane Goetz	-	Duane@goshertins.com	Pete Shininger	-	Pete@goshertins.com
Chad Leman	-	Chad@goshertins.com	John Paseka	-	John@goshertins.com
Bob Likens	-	BobLikens@goshertins.com	Julie Likens	-	JulieLikens@goshertins.com
Bernie Larson	-	Bernie@goshertins.com			

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