

Midwest Farmowner

News & Information from Soy Capital Ag Services

Farmowner Confirms Soy Capital Delivers Long-Time Consistent Results

Rosemary Brill does not hesitate to recommend Soy Capital Ag Services to other landowners. Soy Capital has provided consistent and successful farm management and real estate sales services for her family for nearly two generations.

“Our farm near Arrowsmith, Ill., was owned by my grandparents and then my parents, Nick and Bonnie Brill,” she says. “When my dad decided to retire, he asked Brian Thompson (Soy Capital Ag Services Bloomington office) to manage it. Brian was a former student of his, and Brian’s professional manner made it easier to transition responsibility of the farm to him.”

After Nick passed away more than a decade ago, Bonnie continued to work with Thompson to manage the 172-acre farm. Bonnie Brill passed away in 2012.

“Brian kept my mom in the loop. He was very informative, and knew the types of farm details to share with her,” says Brill. “After long-time discussions with Brian about our goals following my mom’s death, we decided to sell the farm. Brian did everything in good timing. The whole process, from dates and decisions to paperwork and the auction, was easy. The sale advertising packet looked great, and helped attract interest in the farm.”

Rosemary and her two sisters, Lynda Comerford and Carol Parish, also work with Thompson on another level. The sisters inherited two farm properties from an aunt, and have worked with Thompson to direct farming decisions on those as well.

“I have managed farms for the Brill Family for a long time. It is a very relationship-oriented account,” says Thompson. “I worked with the three sisters through their entire decision-making process to sell. While it was a hard decision for them, they ultimately decided to let go of the 172 acres but retain the other two farm properties under our management.”



Soy Capital Ag Services advertises real estate sales in a number of ways, including signs in fields like the one pictured here. For more information about selling farmland, contact Managing Real Estate Broker David Klein at 309-665-0961 or dklein@soybank.com.

“Soy Capital has a great deal of expertise in every part of farm management and real estate sales. If there is something they don’t do, like soil testing, they know who to call,” says Brill. “I am totally comfortable in suggesting other landowners work with them.”

David Klein, Soy Capital Ag Services managing real estate broker, called the Brill auction, March 7, 2013. The sale brought \$14,000 per acre.

For more information about the services Soy Capital provides, contact Brian Thompson at bthompson@soybank.com or 309-665-0959. **MF**

Inside: Soy Capital Annual Plot Day Scheduled for Aug. 21

Farm Manager Spotlight: Jaret Wicker

When Jaret Wicker first met with the Soy Capital Ag Services team led by President Don McCabe, he already was aware of the company's solid reputation for farm management. The Rushville, Ind., grain and livestock farm native had moved to Illinois in 2009, and joined Soy Capital in 2010 as a farm manager in the Kankakee office.

"I was impressed that Soy Capital is such a client- and relationship-focused business. Farm managers all work in the best interest of their clients in helping them reach their goals," he says.

Since joining Soy Capital, Wicker has assumed more than 8,000 acres under his management from as far north as the Wisconsin border and throughout the northern third of Illinois. Wicker holds real estate licenses in both Illinois and Indiana and is a member of the American Society and Illinois Society of Farm Managers and Rural Appraisers. He is currently working on his Accredited Farm Manager designation and is the Soy Capital website administrator.

"Soy Capital provides an opportunity for me to do something

different every day. This is not a 9-5 job, and I enjoy working with a variety of clients to manage their unique goals and challenges," he says. "Clients will find we take a team approach to managing their operations. Soy Capital has been in business a long time, and our local relationships really benefit clients."

Wicker has a bachelor's degree from Purdue University in agricultural systems management with minors in animal science and agribusiness management. He previously worked for a bank in Indiana, providing financial services to clients in southeastern Indiana as an agriculture and commercial lender. Contact Wicker at jjwicker@soybank.com or 815-936-8978. **MF**



Jaret Wicker

Soy Capital Blended Refuge Seed Treatment Trials Underway

Effective use of biotechnology seed traits requires landowners and farmers to be good land stewards and manage to prevent development of insect resistance to traits. Soy Capital farm managers monitor and test trait protection strategies to help enhance that stewardship.

Blended refuge corn seed treatment trials are underway in central Illinois this year. The seed industry has transitioned most insect-traited corn into an all-in-one bag blend of insect-traited and non-traited refuge corn. Amy Russell, Soy Capital farm manager based in Bloomington, Ill., says that while research supports the efficacy of the system to ward off insect resistance versus traditional separate refuge block configurations, limited information has been provided to farmers and farm managers on ways to manage the system for yield and economics.

"We are utilizing our own strip trials to test management strategies for blended refuge corn," says Russell. "Along with seed traits, seed treatments and soil insecticides are tools farmers use to protect corn from below-ground insects. We are evaluating four combinations of treatments to help us draw conclusions as to the most effective way to manage blended corn."

Russell is looking at four trait packages in the study, with two hybrids per trait package. Trait packages will be averaged separately to provide a picture of the best method to manage each package. Cooperators for the study are Syngenta, Bayer, DuPont Pioneer and Monsanto.

"We help landowners make the best decisions for their farms, and this type of on-farm research is the most effective way for us to help them obtain top yield potential," says Russell.

Strip trial results will be available on www.soycapitalag.com following harvest. The summary also will be published in the *Illinois and Indiana Agrinews* November 22 issues. **MF**



Soy Capital farm managers help participate in planting the company's 2013 strip trials. Soy Capital is evaluating four combinations of treatments to help draw conclusions as to the most effective way to manage blended corn.

Gift and Estate Tax now Permanent?

The 2012 Tax Act was labeled many things, some relevant and some not so much. One of the more ironic descriptions was the term, “permanent.” Lawmakers labeled estate and gift tax rates and exclusions as permanent. Of course, permanent can mean many things in Washington, D.C., explains Will Taylor, Soy Capital senior vice president and trust officer. In this case, the term means “until Congress changes it,” which implies it is not permanent at all.

“However, knowledge of this ‘permanent’ act is important since it is not known if or when it will change. Being able to plan around the numbers can result in sizable savings for your family,” says Taylor. “To begin, the estate, gift and generation skipping tax exclusions for 2013 and thereafter is \$5.25 million. This number is adjusted for inflation going forward.”

The federal tax rate for assets exceeding the exclusion is now 40 percent, an increase from 35 percent. Taylor explains that means if your estate exceeds \$5.25 million when calculated for estate tax, any dollar over the \$5.25 million will be taxed at 40 percent.

“That should be adequate incentive to do some serious planning,” he says.

Perhaps the most advantageous planning tools are accessible to married couples. Portability – the ability of the widowed spouse to use the unused exclusion of the first spouse to die – is still available, although Taylor says the tool has its drawbacks.

“Given the nature of the State of Illinois ‘death tax,’ this tax acts independent of the federal tax and needs to be respected,” he says. “Although the tax rate is less than the federal tax, it becomes relevant

at taxable estates of more than \$4 million rather than the \$5.25 million federal level. Illinois does not allow portability, so the use of AB trusts – or marital and residual trusts – at the death of the first spouse may still be the best estate planning for married couples.”

The unlimited marital deduction remains in place, so the first spouse to die can create a trust, called the residual, to be funded with value up to the exclusion amount, or \$4 million in Illinois. Remaining value is placed in a marital trust as part of the surviving spouse’s estate.

If estate values are greater than \$5.25 million, if ownership is other than a married couple, or if there are other circumstances involved other than passing an estate to the next generation, many gifting and alternative forms of ownership can assist in saving on estate tax.

“The laughable description of ‘permanence’ to this tax act, which has the ability to take sizeable chunks of a family estate if planning is not done, is a very serious matter,” he says. “Proper planning, including trusts, is a huge help in keeping the tax man away.”

For more information about planning for your estate, contact Will Taylor in Decatur, Ill., at 217-429-8719 or email wtaylor@soybank.com. MF



Will Taylor

Soy Capital Annual Plot Day Scheduled for Aug. 21



Soy Capital clients are invited to attend the annual plot day to see and hear an update on the 2013 crop.

Soy Capital Ag Services will hold its annual plot day, Wednesday, Aug. 21, at the William Killian Trust Farm operated by Jim Ondeck near Towanda, Ill. Registration begins on-site at 8:30 a.m., with the program scheduled to begin at 9:15 a.m.

Soy Capital Ag Services farm managers will present their 2013 McLean County yield estimates, followed by a commodity update provided by Darrel Good, University of Illinois Extension marketing specialist. Lunch served by Longhorn Smokehouse will follow the program. Seed industry representatives also will be on hand prior to the 9:15 a.m. start for those who would like to tour the corn hybrid and soybean variety planted lineup.

The farm is located on Towanda-Barnes Road just south of Lamplighter Subdivision in Towanda. From Route 9 (east of Bloomington), go north 4.2 miles on Towanda-Barnes Road. The plot is on the east side of Towanda-Barnes Road, one-quarter mile north of 1800 North Road. Watch for the pine tree windbreak and driveway at the south edge of the plot.

For more information, contact Amy Russell at 309-665-0046 or arussell@soybank.com. MF

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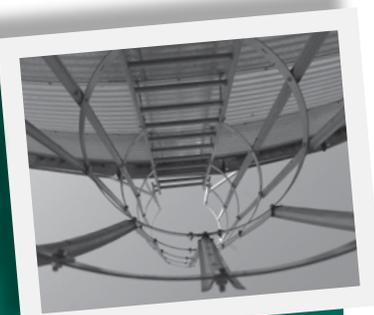


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Soy Capital Ag Services



**Midwest
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