

Teresa Boeken earns prestigious All American and Pacesetter Awards

As part of her ongoing commitment to providing valued service to Farm Bureau Financial Services client/members, Farm Bureau agent Teresa Boeken, LUTCF, has recently received the 2015 All American and Pacesetter Awards. These

prestigious honors recognize Boeken's dedication to serving the community as an insurance provider. This is the 4th time Boeken has achieved the All American and the 4th time she has achieved the Pacesetter Award as well. Teresa has also

earned the Life Underwriting Training Council Fellow designation. Boeken has been an agent with Farm Bureau Financial Services for 10 years. She is committed to providing a wide range of insurance products and services to help meet

your needs through all the stages of your life. FBL Financial Group, Inc. (FBL), the holding company whose insurance companies go to market as Farm Bureau Financial Services, has again been named to Conning's Individual Life-Annuity Growth and Profit Leaders list. This is the second consecutive year FBL appears on the list in the mid-sized company category.

Companies were ranked based on their operating margin, return on surplus, premium growth and above-average sales in either life products, annuity products or both. Using data from 2005 to 2014, Conning analyzed data from more than 1,000

life and annuity companies, ultimately naming 20 small, mid-sized and large companies to their Leading Companies list.

The study found Leading Companies of all sizes shared certain characteristics. Each tended to have greater geographic diversification than companies not appearing on the list, as well as a committed focus on their core business. Leading Companies also had longer bond portfolios, lower investment expense ratios, and higher distributor productivity.

"We're committed to delivering sound financial results through diligent management of spreads, capital and expenses, and we're pleased to be included on Conning's

list of Leading Companies," said FBL Financial Group Chief Executive Officer, James P. Brannen. "We continue to focus our efforts on building relationships in our Farm Bureau market niche, and this is key to our ongoing success." Securities & services offered through FBL Marketing Services, LLC+, 5400 University Ave., West Des Moines, IA 50266, 877/860-2904, Member SIPC. Farm Bureau Property & Casualty Insurance Company+, Western Agricultural Insurance Company+, Farm Bureau Life Insurance Company+\*/West Des Moines, IA. +Affiliates \*Company providers of Farm Bureau Financial Services.

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Zimms Feedlot growth continues; herd health safety processes evolve

Zimm's Feedlot, a moderate sized feedlot south of Lyons is making huge leaps in food safety practices, putting their small business on the map nationally.

Though the operation has a customer base of about 10 cattle producers, it is working towards putting in safety practices usually only used by larger operations. The measures are all part of a voluntary program known as the Progressive Beef Program. The program is third party verified through a membership Zimm's has through the Beef Marketing Group (BMG). BMG is a cooperative that works across the industry with ranchers, feedlots and even packing plants to help them set animal quality standards, environmentally friendly practices and supply chain management to ensure sustainability and quality.

Among the numerous measures include scale checks, clean water tanks, controlling flies, and electronic animal health tracking. These factors are all documented so that consumers can see that their product is high quality. "It helps standardize the processes across the board and offers better market options," said Zimmerman.

Meeting the standards while difficult, is not impossible. It is all a part of bring nutritious beef to the table for consumers. Zimm's has increased employee training, documentation, and accountability in every step of the process. "We've always had a clean facility, solid animal care practices and quality cattle. We were doing a good job, now we're doing

even better and we have the documentation to prove it," said Zimmerman.

Zimm's Feedlot is located north of Sterling. Zimmerman and his family moved there in the 1970s from their original home which was located four miles south of Sterling. The feedlot was started by Zimmerman's father Wendell and mother Pat who began the operation as a fully licensed feedlot in 1985. During the winter Wendell would work with a dirt contractor.

What is today a moderate size operation began as simply a 40 acre plot with a few pens. In 1985 Zimm's Feedlot was licensed for 3,000 head of cattle. In 2005 that changed to add on an additional 600. The current office building was built in 2009.

The feedlot has two full time workers. The foreman, Jim Scobee, has been with the feedlot since 1985. The other recently hired full time worker is Cody Neville who runs the feed truck. Zimmerman's wife Lillian takes calls and performs other duties in the office.

Though he is today the manager of the business, Zimmerman has been involved in almost every aspect of work at a feedlot working on the farm since high school. That tradition is currently being continued through Zimmerman and Scobee's sons who have been helping out on the farm during their school years. From farm to table the multi generational staff at Zimm's Feedlot is committed to providing the public with the highest quality beef possible.



Todd Zimmerman, Manager



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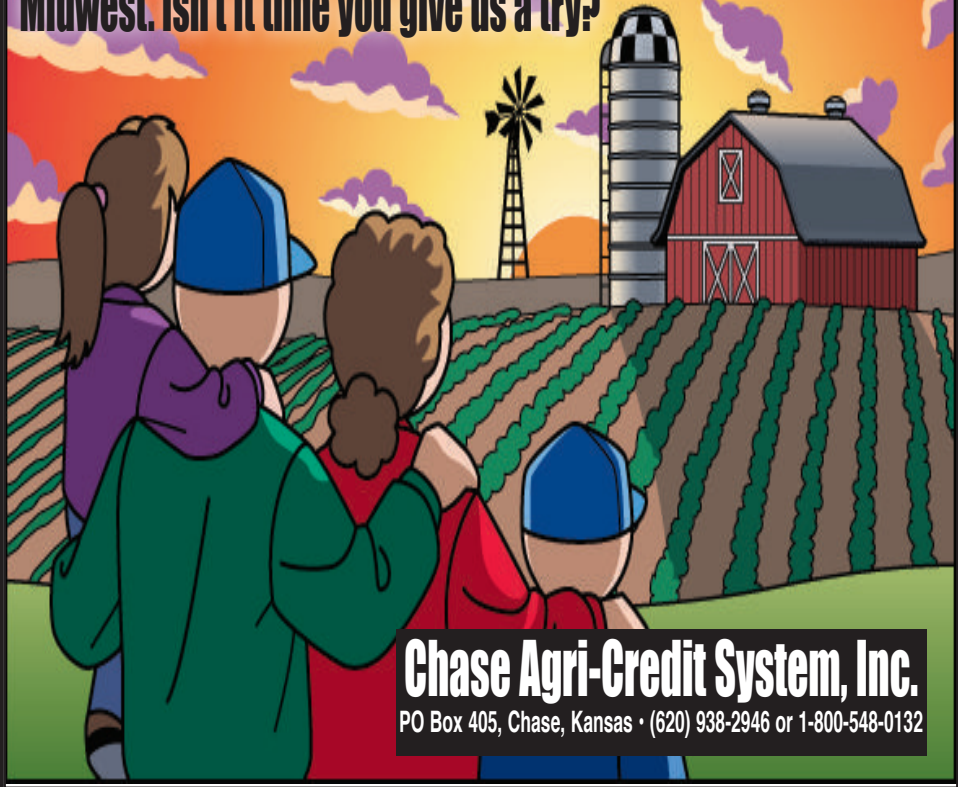
Zimm's Feedlot

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Zimm's Feedlot has continued to add infrastructure and equipment over the years to improve the operations efficiency and feed capacity. Recently a shop and storage building was added for equipment maintenance. The feedlot is located south of the Kansas Ethanol plant East of Highway 14 between Lyons and Sterling.

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