

MIDWEST MATTERS



General Manager Notes

FUMA SUMMER UPDATE

Well, here it is one half of the year is in the books... Summer is here and our Summer Retreat Challenge is near completion! **Who's in for a trip to Kansas City for a Royals vs Atlanta Braves game and some fun staying at Margaritaville near Legends?**

Through June we continue to grow our Farmers Union Insurance by double digit percentage, up 16% year over year. Our FUI new written premium is at \$1.5 million and through May we are still in line for agency profit share with a loss ratio of 48.93%.

Fortunately, "not all", but many of the storms have missed the heart of our agencies.

The FUMA agency also continues to grow as well with total written premium up 6% over 2024. We continue to look for new opportunities and markets, but we recognize that ultimately it is because of you that our agency and your businesses continue to grow! The time is right to look at the second half of 2025 and determine how you will finish. In the meantime, enjoy Independence Day and your families!

It's a great time to be a Midwest Agent... **Thank you for all you do!**

Jeff



**Farmers
Union
Midwest
Agency**

July Birthdays

Nicole Johnson July 1
Blake Pearson July 4
Jerry Nolte July 5
Sara Swackhamer July 9
Hilary Christian July 13
Samantha Almquist July 16

July Anniversaries

We would like to recognize the following agents who began their career with FUMA in July

Tom Clark began his career on July 14, 1997...28 years Service
Tye Johnson began his career on July 15, 2004...21 years Service
Jeff Downing began his career on July 1, 2008...17 years Service
Kris Narvaez began her career on July 15, 2014...11 years Service
Mandy Trout began her career on July 1, 2024...1 year Service
Theresa Burnell began her career on July 8, 2024...1 year Service



Secrets Tides Punta Cana

TOP FINANCIAL SERVICES AGENT

Ryan Scheetz	39819
Amanda Fritch	30736
Tye Johnson	29498
Mark Kavan	26300
Jeff Kindel	21747
Lacey Lange	21512
Brandon Spevacek	21020
Blake Pearson	20762
Kris Narvaez	20567
Brandon Dahna	20174
Tom Clark	19177
Jay Obermiller	16409
Andrew Malone	16076
Andy Hopper	13252
Nicole Faulconer	12804
Mandy Trout	12288
Curtis Hinrichs	12189
Samantha Almquist	11758
Trina Smith	10511
Jack Olson	10477
Tommy Velasquez	10286
Danielle Benash	10172
Dan Matthews	9031

Jason Ortman	8900
Sara Swackhamer	8874
Hilary Christian	8723
Randy Mader	7719
Hanna Hertzog	6949
Will Clark	6636
Pam Caba	6375
Greg Frank	5887
Susan McKinney	5883
Zach Teske	5798
Ken Troost	5559
Jerry Nolte	5473
Matt Anderson	5309
Yvonne Guy	4641
David Snyder	4509
Staci Foreman	3690
Jennifer Edwards	3322
Lavelle McFarland	3248
Katelyn Barragan	3094
Brian West	2739
Jason Frazier	2659
Nicole Tonjes	2613
Haley Helzer	2307

(Top 20 Shown)

Roy McCoy	18828
Hilary Christian	18529
Nicole Tonjes	9118
Sara Swackhamer	6737
Jason Ortman	5032
Brian West	3775
Mandy Trout	1755
Nicole Faulconer	1746
Amanda Fritch	1494
Vicky Elliott	1467
Amber Conway	1291
Dan Matthews	1006
Kyle Wade	1005
Danielle Benash	932
Nicole Johnson	866
Pam Caba	854
Jack Olson	798
Tom Clark	791
Mark Kavan	636
Yvonne Guy	576

SUMMIT CROP GROUP

Blake Pearson	223028
Trina Smith	159849
Lacey Lange	126773
Mandy Trout	95983
Susan McKinney	92692
Samantha Almquist	59149
Krystal Lind	52025
April Heim	40070
Katelyn Barragan	24262
Karrie Watts	640
Tracie Warder	0

Ryan Scheetz	158267
Trina Smith	150413
Blake Pearson	126680
Pam Caba	119706
Samantha Almquist	51348
Lacey Lange	39243

First Crop Update Will be in July

Agent New Premium for May

(Agent New Premium all companies from EPIC)

New Premium Property & Casualty Lines

Andy Hopper	88,798	Mandy Trout	25,891	Samantha Almquist	11,189	David Snyder	3,741
Amanda Fritch	73,352	Ken Troost	23,111	Kris Narvaez	10,715	Brian Koch	3,686
Staci Foreman	51,835	Andrew Malone	22,776	Susan McKinney	10,576	Will Clark	3,268
Jerry Nolte	51,453	Trina Smith	21,428	Jim Gierhan	10,471	Dan Matthews	2,738
Curtis Hinrichs	51,098	Jack Olson	19,900	Jay Obermiller	10,245	Sara Swackhamer	2,364
Ryan Scheetz	42,157	Jason Ortman	19,859	Hilary Christian	9,548	Steve Yearout	1,892
Lavelle McFarland	41,322	Krystal Lind	19,086	Nicole Tonjes	9,186	Roy McCoy	1,078
Tom Clark	38,149	Zach Teske	18,733	April Heim	8,627	Matt Anderson	596
Nicole Faulconer	36,125	Hanna Hertzog	17,512	Lacey Lange	7,780	Clayton Schmitz	398
Mark Kavan	35,013	Katelyn Barragan	17,145	Greg Frank	7,587	Nicole Johnson	311
Pam Caba	34,939	Yvonne Guy	16,713	Kyle Wade	6,668	Nicole Schaller	0
Amber Conway	31,313	Stacey Addison	15,029	Jason Frazier	6,032	Richard Boxum	0
Haley Helzer	30,842	Randy Mader	14,782	Jennifer Edwards	5,871	Todd Whitehill	0
Brandon Dahna	29,549	Jeff Kindel	12,651	Vicky Elliott	5,131	Tracie Warder	0
Blake Pearson	29,092	Brandon Spevacek	11,833	Tye Johnson	4,833	Karrie Watts	0
Danielle Benash	28,733	Tommy Velasquez	11,411	Brian West	4,370		

New Premium Financial Services

Jason Ortman	340,266	Trina Smith	274
Roy McCoy	163,938		
Nicole Faulconer	66,251		
Lacey Lange	7,878		
Mandy Trout	3,420		
Blake Pearson	2,848		
Amber Conway	455		

FUMA Production

FARMERS UNION

AGENT	PREMIUM
Amanda Fritch	120,572
Mark Kavan	80,619
Ryan Scheetz	64,130
Tom Clark	54,170
Mandy Trout	37,682
Jack Olson	32,851
Jerry Nolte	32,580
Lacey Lange	31,543
Jeff Kindel	31,062
Andy Hopper	30,771
Jay Obermiller	29,921
Danielle Benash	29,385
Kyle Wade	28,061
Curtis Hinrichs	22,042
Brandon Spevacek	20,583
Zach Teske	18,793
Nicole Tonjes	18,068
Brian West	17,893
Haley Helzer	17,672
Andrew Malone	16,399

AMERICAN MODERN

AGENT	TOTALS
Jason Ortman	17,611
Danielle Benash	15,341
Tommy Velasquez	6,617
Yvonne Guy	5,650
Kenneth Troost	5,166
Tom Clark	4,320
Vicky Elliot	4,110
Nicole Faulconer	4,018
Katelyn Barragan	3,795
Amber Conway	3,509
Jeff Kindel	3,383
Blake Pearson	3,281
Roy McCoy	3,098
Tye Johnson	2,935
Brandon Dahna	2,906

NATIONWIDE

AGENT	TOTALS
Susan McKinney	53,697
Stacey Addison	40,896
Krystal Lind	12,986
Will Clark	10,358
Zach Teske	4,406
Brandon Spevacek	2,667
Haley Helzer	2,500
Mark Kavan	1,736
April Heim	1,355
Nicole Faulconer	423
Staci Foreman	357
Brian Koch	330
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-	-

BATTLE CREEK

AGENT	TOTAL
Brian Koch	10,884
Jack Olson	5,484
Amber Conway	4,293
Nicole Tonjes	2,022
Nicole Johnson	558
Danielle Benash	204
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KANSAS MUTUAL

AGENT	TOTALS
Brandon Dahna	79,895
Kris Narvaez	21,238
Zach Teske	12,980
Stacey Addison	12,166
Randy Mader	10,532
Brandon Spevacek	9,126
Haley Helzer	8,513
Will Clark	7,543
Greg Frank	6,744
Jeff Kindel	6,070

ENCOMPASS

AGENT	TOTALS
Lavelle McFarland	8,132
Kyle Wade	8,025
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-	-
-	-

SAFECO

AGENT	TOTALS
Blake Pearson	30,020
Tracie Warder	17,985
Mandy Trout	15,342
April Heim	8,885
Pam Caba	8,291
Jason Ortman	6,610
Haley Helzer	4,932
Jack Olson	4,666
Jeff Kindel	4,376
Andy Hopper	4,229
Samantha Almquist	3,823
Tom Clark	3,742
Krystal Lind	3,432
Randy Mader	2,789
Zach Teske	2,660

PROGRESSIVE

AGENT	TOTALS
Lacey Lange	50,431
Trina Smith	49,540
Ryan Scheetz	46,010
Brandon Dahna	44,804
Andrew Malone	41,460
Curtis Hinrichs	40,953
Mark Kavan	34,959
Brandon Spevacek	32,024
Danielle Benash	31,468
Kris Narvaez	29,094
Pam Caba	28,347
Lavelle McFarland	26,647
Yvonne Guy	26,442
Nicole Faulconer	20,847
Amanda Fritch	20,462
Zach Teske	19,699
Samantha Almquist	18,872
Jason Ortman	17,853
Dan Matthews	16,941
Stacey Addison	16,279

FUMA Production

TRAVELERS PERSONAL LINES

AGENT	ALL LINES
Ryan Scheetz	9,014
Tom Clark	7,728
Curtis Hinrichs	7,672
Will Clark	6,265
Andrew Malone	6,086
Blake Pearson	5,597
Zach Teske	4,768
Katelyn Barragan	4,159
Jerry Nolte	3,118
Nicole Faulconer	2,840
Haley Helzer	2,066
Mandy Trout	1,846
Jennifer Edwards	1,834
Nicole Tonjes	1,644
Samantha Almquist	1,475
Krystal Lind	1,312
Jeff Kindel	619
Yvonne Guy	553

(From EPIC)

TRAVELERS COMMERCIAL

AGENT	ALL LINES
Lavelle McFarland	6,046
Zach Teske	5,181
Mandy Trout	4,324
Ryan Scheetz	4,302
Trina Smith	3,293
Samantha Almquist	2,446
Brian Koch	2,313
Curtis Hinrichs	1,113
Stacey Addison	1,067
Tom Clark	941

(From EPIC)

ENCOVA

AGENT	ALL LINES
Pam Caba	53,148
Amanda Fritch	6,793
Ryan Scheetz	4,624
Lavelle McFarland	2,551
Lacey Lange	1,782
Curtis Hinrichs	1,200
Mark Kavan	877
Trina Smith	270
Kyle Wade	200
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(From EPIC)

FOREMOST

AGENT	ALL LINES
Trina Smith	59,962
Danielle Benash	12,587
Nicole Faulconer	8,647
Samantha Almquist	6,220
Kyle Wade	5,935
Jennifer Edwards	4,612
Blake Pearson	4,477
Mandy Trout	4,021
Tommy Velasquez	3,717
Kris Narvaez	3,494

(From EPIC)

SECURA

AGENT	ALL LINES
Jerry Nolte	37,993
Brandon Dahna	3,746
Jeff Kindel	2,713
Yvonne Guy	2,402
Brandon Spevacek	1,412
Jennifer Edwards	917
Haley Helzer	609
April Heim	500
Staci Foreman	490

STATE AUTO

AGENT	ALL LINES
Brandon Dahna	15,041
Tom Clark	6,848

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(From EPIC)



Financial Services Award



TOP FINANCIAL SERVICES AGENT

ROY MCCOY	26886	JASON ORTMAN	5910
HILARY CHRISTIAN	22521	BRIAN WEST	3991
NICOLE TONJES	11238	PEYTON STAMMER	3830
THERESA BURNELL	10329	MANDY TROUT	2429
SARA SWACKHAMER	6832	NICOLE FAULCONER	2273