

CONTRYMAN
Associates, P.C.

The Contryman Account

Winter
2004

Moving On Up North . . . New Location for Kearney Office



**New Contryman Associates and
Contryman Wealth Advisors offices
at 315 West 60th, Suite 500, Kearney
One mile north of Hilltop Mall and
one block west**

The Kearney offices of Contryman Associates and Contryman Wealth Advisors have moved to a new location in north Kearney. The new office address is **315 West 60th, Suite 500**, in the Heritage Plaza (formerly the Curtis & Associates building.)

"We are very pleased to be located in this recently constructed building and to be a part of the growth in north Kearney," commented Rachelle Bryant, CPA, managing shareholder at the Kearney office of Contryman Associates, P.C. "The new space that we have remodeled has been configured to allow us to better serve our expanding client base and give us the room we will need for future growth."

The firm will be making frequent use of the large, centrally located conference and training room in the building. Jeff Anderson, CPA, CFP, PFS President of Contryman Associates, P.C., and Contryman Wealth Advisors said, "We bring our team members from across the state together for specialized training and other events many times each year. This new facility will give us the space to provide all of our internal training as well as client seminars at our Kearney office. The training room will accommodate more than 100 people and is equipped with all of the electronic capabilities we will need."

Stop in for a visit when you are in Kearney.

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~~C~~ountryman Associates A Spelling Lesson

If your name is not Smith or Jones or some other familiar and easily spelled name, you may know the challenges we encounter because our name, Contryman Associates, P.C., is spelled without the letter "U".

People write us checks made out to Countryman Associates. They try to find us in the phone book under C-O-U . . . and are certain that we are not listed. They misspell our name in letters, advertisements, and even in job applicants' resume cover letters.

We thought it might help everyone if we explained the origin of our name. We are named for Orin Contryman, one of the first licensed Certified Public Accountants (CPAs) in the State of Nebraska who, nearly 65 years ago, started our firm in Grand Island. He was a fine man and leader who set many of the standards for which our firm is well-known today. Unfortunately, he was killed in an airplane accident in the 1950's.

So, why do we continue to use his name for our firm?

The Nebraska State Board of Accountancy receives some of the credit. They have a ruling that states that CPA firms in the State of Nebraska "shall not practice under a firm name which includes any fictitious name" but may include the "names of one or more past partners, shareholders," etc.

So, while you may believe that Mr. Contryman's ancestors failed to spell their name correctly, we think you will agree that "**Contryman Associates, P.C.**" is a better name for our firm than **Anderson, Bade, Bryant, Charron, Erickson, Johnson, Molacek, Oppliger, Renter, Sheen, Wiegand, and Willnerd Associates.** (And it fits more nicely on the "Pay to the Order" line on your checks.)

We like to say that the only "U" at Contryman Associates is YOU our valued clients.

Discipline for Wealth Care Success

Method 10 Solutions

Contryman Wealth Advisors has initiated a new approach to financial planning that involves solutions to the ten issues that most individuals, families, and business owners must address to implement comprehensive financial solutions. The following ten solution areas are listed here so you may understand how, as your financial advisors, we can help,

Investment Planning

- Integrated Asset Allocation and Portfolio Design
- Customized Asset Management Programs
- Diversification Strategies
- Alternative Investments

Tax Planning

- Income Tax and Estate Tax Planning
- Tax-Advantaged Investing
- Charitable Planning
- Trust Services

Income Protection and Asset Preservation

- Long-Term Care
- Disability Protection
- Income Replacement
- Creditor Protection

Retirement Planning

- IRA Rollover and Distribution Planning
- Income Projection Analysis
- Fixed Income Strategies
- Qualified Plan Design and Compliance

Business Planning

- Business Succession
- Buy-Sell Agreements
- Non-Qualified Retirement Plans
- Key Employee Retention

Method 10: [n.] The ten key wealth care issues that you and your qualified financial advisors systematically address to implement your comprehensive financial solutions.

Estate Planning

- Wealth Transfer and Tax Reduction
- Charitable Gifting
- Trust Services

Insurance

- Life Insurance Analysis and Design
- Long-Term Care
- Disability Protection

Education Planning

- Coverdell Education Savings Accounts
- 529 College Savings Plans
- Uniform Gift to Minors Act/Uniform Transfer to Minors Act Accounts
- Trust Services

Special Situations

- Divorce
- Incapacity and Control of Assets

Debt Management

- Creditor Protection
- Efficient Credit Management

For additional information on any of the Method 10 strategies and assistance with your financial plan, contact your Contryman office.

Securities offered through 1st Global Capital Corp., Member NASD, SIPC. Contryman Wealth Advisors is not affiliated with 1st Global Capital Corp. CPA services offered by Contryman Associates, P.C.

Your Privacy

As a CPA firm, we have professional confidentiality obligations regarding the information that we gather about our clients. Unless we are required to disclose any of your personal information by law, in response to a subpoena or other court order, for instance, we do not share information about you with organizations or individuals outside our firm.

There may be some confusion regarding the privacy notices that we are obligated by law to send to you each year. In some cases, this confusion is preventing us from giving you information that may benefit you – even information that you should expect to receive from a competent CPA firm.

There are two parts to the privacy notice:

The first directs us not to share your personal information with nonaffiliated third parties. Some financial institutions may be sharing your information with credit card companies, telemarketing firms, etc., if you do not indicate that you wish them not to. Contryman Associates, P.C., never shares your information with anyone who is not working with us on your accounting or financial matters. If you wish to minimize the number of telemarketing calls and “junk” mail that you receive from other financial organizations, you may want to respond as directed that they not share your personal information with nonaffiliated third parties on all privacy notices that you receive.

The second part of the Contryman Associates privacy notice requests that we not share your personal information with other companies owned by our firm including Contryman Wealth Advisors and Advanced Computer Services of Nebraska. By checking that second box, you prevent us from contacting you with information that may be helpful to you. We are, of course, always willing to remove your name from the mailing list for a newsletter or other publication that we send out, but by checking this box, it is difficult for us to provide you with information that you may be expecting from us as your financial advisors and general information that you may find helpful in publications like this newsletter. Therefore, we suggest that you do not check the second box on the privacy notices you receive from Contryman Associates, P.C. You can correct any past information on the next privacy statements that you will receive early this summer.

If you have questions about our privacy policies and how you may be affected when you check either box on our privacy notice, please contact your Contryman professional.

Dan Charron Wins Visionary Rising Star Award

Dan Charron, CPA, CMA, was honored as the Visionary Rising Star by the Scottsbluff-Gering Chamber of Commerce at their annual banquet. The award recognizes a new business person (less than five years in Scottsbluff-Gering area) who has not only followed their vision by getting off to a successful start in business, but also gives of themselves, their time, their talents, and their resources to the Scottsbluff-Gering community in such a way that the entire community benefits. Dan has been the manager of the Scottsbluff office of Contryman Associates since its inception four years ago.

Congratulations!

These Contryman Associates team members earned service awards at year end, 2003:

Terri Deaton , Grand Island	5 years
Karl Kostbahn , Grand Island	5 years
Melissa Rostvet , Hastings	5 years
Jocelyn Rundle , Hastings	5 years
Linda Slothower , Lexington	5 years
Mark Swanson , Kearney	5 years
Betty Salmen , Hastings	10 years
Dehn Renter , Grand Island	30 years

Our deepest appreciation to these individuals for their dedication to our clients and to our firm.

Preventative Maintenance Program for Computers Saves Businesses Costly Down Time

Advanced Computer Services, a subsidiary of Contryman Associates, P.C. in Grand Island, has developed a preventative maintenance service plan for business computer systems. The program provides for regularly scheduled visits to participating business to test and review all aspects of an organization's computer system including:

- ☑ Check Network log to assure that the network is functioning properly and alleviate down time caused by unexpected failure
- ☑ Check Antivirus system to minimize the chance of a virus infecting your system
- ☑ Check and test tape back up system to ensure that no backed up data will be lost in case of system or power failure
- ☑ Check terminal server to assure connection to all locations
- ☑ Routine maintenance on all printers to ensure good print quality and prevent breakdown
- ☑ Check power back up system and test batteries to minimize loss of data in case of power failure

Congratulations!

Tammy Hubl, Hastings, on completing the requirements to become a CASA volunteer.

Mei Abels, CPA in the Hastings office, on the birth of his new granddaughter Aurora.

Rachelle Bryant on being named to a position on the Leadership Kearney Board of Directors.

Mark Swanson, Director of Investments for Contryman Wealth Advisors on being recognized as one of the top 40 independent advisors for 2004 and earning an Eagle award from 1st Global Capital Corp.

Andrea Hammon, director of first impressions at our Kearney office on winning the senior division of the Nebraska Make it Yourself with Wool competition. She placed in the top 13 at the national level in Sacramento, California and won an award for creativity and design.

Jeff Anderson, president of Contryman Associates and Contryman Wealth Advisors on his appointments to the 1st Global Advisory Council and on being named to a three-year term on the board of directors for CPAmerica International, one of the world's largest accounting associations.

Dan Charron, Scottsbluff office managing shareholder, and his wife Candy, on the birth of their daughter, Stacey Marie. She joins sisters Lisa, 8, and Ashleigh, 4.

Kelly Henry, financial services assistant for Contryman Wealth Advisors, and her husband Jack, on the birth of their son, Jackson Sawyer.

Brian Buhrow, accountant in Kearney and Lexington offices, on the birth of his granddaughter Amia Jade.

☑ Check hub switch to ensure that connections are solid and all ports are working

☑ Check e-mail system on the network to be sure it is working on all stations

☑ Check network security to minimize potential for being "hacked"

☑ Check firewall to be sure it is functioning properly to minimize chances of data being accessed by someone outside your organization

☑ Address issues identified by network users

☑ Check to see if program updates are available for software (Microsoft Office, Windows) so users have full capability from software

The maintenance program is customized to meet the needs of each business and includes a checklist of items reviewed/checked and items repaired or adjusted with each visit.

If you are interested in this service for your business computer system, contact your Contryman professional or:



Advanced Computer Services of Nebraska Inc.

308-382-7227 or Toll Free 888-382-7227

Welcome New Contryman Team Members

Debbie Schmick, Grand Island, is an assistant in our firm's administrative department. She moved to Grand Island from Bayard where she worked for a CPA. She and her husband, Bob, the meat manager at Sun Mart, have four sons, Jason, Tyler, Cody, and Adam. Debbie is an honor graduate of Chadron State College with a BA in Business Administration/Accounting Comprehensive. In addition to her administrative duties, she will use her tax experience to assist with the preparation of tax returns for the Grand Island office.

Carla Short is a new team member in the Grand Island office. In addition to tax preparation and accounting and auditing duties, she will be working with our Retail Accounting and Payroll group. She is a recent graduate of the University of Nebraska – Kearney with a BS in Business Administration, Accounting Emphasis, and is pursuing the CPA (Certified Public Accountant) designation. Carla's husband Monte is an independent carpet installer working through B & B Carpet in Grand Island. They have two boys, Colton, 8, who attends District 1R, and Parker, 3. They live near Grand Island. In addition to her work at Contryman Associates, Carla markets showhorses, preparing them for auctions and connecting sellers with buyers. Prior to her graduation, she worked for her father's business, the former Robertson's Home Furnishings, and more recently at Grand Island Radiology Associates in accounts receivable and general office duties.

Kristi Baker is a new accountant at the Scottsbluff office. Originally from Scottsbluff, she worked in Longmont, Colorado, for accounting firm Marty, Lyle, and Doty for three and a half years. Kristi works in accounting and auditing, tax, bookkeeping and payroll, and has experience with QuickBooks® accounting software. She holds a BS in Accounting from the University of Wyoming. Her husband Jack is a civil engineer with his father's engineering firm, Baker and Associates in Scottsbluff.

Kelly Henry joined Contryman Wealth Advisors as a Financial Services Assistant. She recently moved from Tallahassee, Florida, where she was in the Analytical Group with

the Florida State Board of Administration and helped manage the domestic equity portion of the pension fund for state employees. She holds a BS in Family Financial Management and is one of only two people at this time to hold a Master's degree in Family Financial Planning from the University of Nebraska, Lincoln. Her course work included completing the requirements which qualify her to sit for the Certified Financial Planner (CFP) exam in the near future. Her husband Jack is Process Improvement Coordinator for Global Industries, and is working out of the MFS/York/Stormor offices in Grand Island. Kelly and Jack live in Grand Island with their son, Jackson, who was born November 3, 2003.

Tyson Coble is an accounting intern at the Hastings office. He will graduate from Hastings College this May with a double major in Computer Science and Accounting. He plans to sit for the CPA exam within the next year. Tyson will be assisting with the preparation of tax returns and, upon graduation, will be part of the Accounting and Auditing team. Hobbies include hunting, fishing, and camping. He is an Assistant Scout Master for Boy Scout Troop 125 and is a trained Skywarn Spotter for Adams County Emergency Management. He anticipates becoming a certified spotter this year. Prior to joining the firm, he worked in web design and computer support. He is from Hastings where his family currently resides.

Andrea Hammon has joined the Kearney office team as "Director of First Impressions." In this role, she serves as receptionist for the office as well as performing many support duties. She will use her experience in marketing to assist in that area as well. Andrea is a recent graduate of the University of Nebraska – Lincoln with a BS in Business Administration, emphasizing marketing and management. While at the University, she worked for the Athletic Department, primarily coordinating programs for summer camps with swimming and gymnastics and assisting with the recruiting process. Additionally, she has been a Youth Group Leader at the Berean Church and has helped with Ser toma fund-raising events. Andrea is originally from Spencer, Nebraska, where her family resides.



CONTRYMAN ASSOCIATES, P.C.

Grand Island	308-382-5720
Hastings	402-463-6711
Lexington	308-324-2368
Kearney	308-237-5930
Scottsbluff	308-635-7705
Central City	308-946-3870
Geneva	402-759-3002
Clay Center	402-762-3518

Providing Solutions for Your Success

Thank you for referring us to your friends and family members.

Tax Tips

New mileage rate

The IRS will allow 37.5 cents per mile deduction on business related travel for 2004 (up from 36 cents in 2003).

Sales Tax Audits

The Nebraska Department of Revenue is currently auditing an increased number of sales tax returns. Generally the statute of limitations for such audits is 3 years. However, when a sales and use tax return is filed and lines are left blank, the statute of limitations may be extended to 6 years for those lines left blank. When the amount you are reporting is "zero," we recommend that you enter the "0" on your sales and use tax returns.

Sales Tax Changes

Beginning last October, anyone who "provides repair or maintenance services to personal property is a retailer and the gross receipts (charges) from providing repair or maintenance labor to tangible personal property are subject to sales tax. Repair or maintenance labor on licensable motor vehicles (except for motor vehicle painting) is not taxable."

Repair labor is defined as the labor involved in restoring a used, worn, or damaged item of tangible personal property to essentially its original form and condition. Repair labor includes amounts charged for service calls, trip charges, and any other service fees related to the repair.

For more information on changes to the sales tax laws and for a list of items on which repairs or maintenance is taxable and items on which it is non-taxable, go to the Contryman Associates web site at www.capc.com or visit with your Contryman professional.

Message from the President

By Jeff S. Anderson, CPA, CFP, PFS

President Contryman Associates and Contryman Wealth Advisors

Contryman Associates: Local Firm with Worldwide Access and Influence

Since we are often asked about the locations of our offices and who we serve, I thought I'd take time to explain the "big picture"

Contryman Associates, P.C., currently has offices in Grand Island, Hastings, Lexington, Kearney, Scottsbluff, Central City, Geneva, and Clay Center.

We also share resources and provide support for 11 other CPA firms across the state plus one in Colorado. These firms are members of our CPA Connect organization. They are typically smaller CPA firms that benefit from joining us for training, specialized client services, greater software access, administrative support, and other services.

Additionally, many of the members of our CPA Connect organization are licensed Wealth Care Advisors through our organization, Contryman Wealth Advisors. We are the Registered Investment Advisor for 33 professionals who are licensed to provide investment services to their clients. In that capacity, we provide administrative support, training, client engagement support, advanced solutions, and otherwise assist them with their financial services practices.

Our firm's membership in CPAmerica International, one of the world's largest networks of CPA and consulting firms gives Contryman Associates access to the knowledge of more than 1,600 accounting professionals across the United States and around the world. Professionals in our firm utilize the training, practice development assistance, and other services of CPAmerica International. Our membership provides us nearly immediate access to information that may be needed for a unique issue, or we can utilize the services of another member firm in an area with which we are unfamiliar or lack independence. We provide similar assistance to several other member firms.

Improving Our Business - and Maybe Yours?

Contryman Associates began using an advisory board in Scottsbluff in 2001, and we are now establishing similar boards for each of our other

offices. The clients and business associates who are a part of our advisory boards are asked to offer us advice on how our firm can improve services and add to the value that we provide for our customers.

Dan Charron, CPA, CMA, manager of the Scottsbluff Contryman office observed, "The feedback we receive from these individuals is extremely valuable and has led us to improvements in many aspects of service to our clients." I concur with Dan. The advice we get is very important to our continued success.

We have asked what they like best about the work we do for them and about areas they feel we could improve. They have offered suggestions for additional services they would like to see our firm provide and have given input on our dress code, facilities, and the direction of our marketing efforts.

Our advisory boards surprised us when they said they did not know we wanted more clients. They said that we appear to be very busy, especially at certain times of the year. By hiring new team members (see page 3), we have expanded our capabilities to serve new clients and I personally invite you to refer your friends and family members to our firm. We always welcome new clients referred by you!

Would an advisory board help you improve your business? Our firm can also help you establish one of these focus groups for your organization. We will help develop questions to provide the feedback you seek. Our professionals will facilitate meetings with your advisory group so members will feel free to say what's on their minds. A follow up report and meeting with your key management team will inform you of the suggestions and comments from the group along with our assessment of key points for your consideration. Discuss this service with your Contryman professional or call any Contryman office for more information.