

CROP INSURANCE

Fourth Quarter 2023 | VOL. 56, NO. 4

today

Crop Insurance is Vital
for East Coast Farmers

Successfully Delivering
Risk Management Education



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Tom Zacharias, NCIS President

Farmers also need sure footing to weather the unexpected, and that is why they choose crop insurance. In fact, crop insurance is the cornerstone of the farm safety net.

Catching Fish: Purpose, Patience, and Perseverance

Just a few weeks ago I had the opportunity to do some fly fishing in south central Missouri.

The weather was spectacular, and the fishing was good. I slipped into my trusty waders and eased into the stream to see if I might land a “pis-catorial beauty” (an endearing term for a big fish as coined by my Uncle Bud). The bottom of the stream was strewn with submerged tree limbs and rocks that ranged in size from a misshapen basketball to a bedside nightstand. The point being that you needed to watch your footing and your step as you cast your line. My *purpose* was to catch an unsuspecting trout, but to do so required *patience* and *perseverance* to “navigate” the surface below me without having a Chevy Chase moment midstream...(this has happened in the past).

This combination of *purpose*, *patience* and *perseverance* is similar to what it takes for our industry to consistently deliver the necessary risk management tools to America’s farmers and ranchers and to maintain an effective and efficient crop insurance system. It requires keeping one foot in front of the other and “not moving faster than you can think.”

Farmers also need sure footing to weather the unexpected, and that is why they choose crop insurance. In fact, crop insurance is the cornerstone of the farm safety net. As Congress discusses how to move forward with a five-year Farm Bill over the coming months, we will be fishing—actively working to protect and strengthen crop insurance—and not just hoping we catch a fish.

Purpose: In Service to American Agriculture

Crop insurance is immensely important to American farmers and the financial health of the

farm economy. This year, crop insurance protected more than 540 million acres, keeping family farms afloat and rural economies growing. Crop insurers, agents, and our partners at the U.S. Department of Agriculture (USDA) work diligently to support America’s farmers and we are proud to maintain this incredible record of service.

Our purpose does not waver, even as the path forward for agricultural policy remains unclear. A one-year extension to the 2018 Farm Bill has been passed and signed into law. While farmers and ranchers still need the stability of a five-year Farm Bill, the Federal crop insurance program is permanently authorized by two separate pieces of legislation. That means the foundation of the farm safety net remains secure during a time of uncertainty for farm policy.

Congress also has the daunting task of addressing its fiscal obligations, as the Continuing Resolution (CR) enacted this fall to fund the government will quickly meet its two-tier deadline on January 19 and then February 2. We hope that Congress successfully mitigates the threat of a government shutdown, but if it takes place, this will not be the first government shutdown crop insurers have navigated. Private-sector crop insurers continued to pay indemnities during the 2013 government shutdown and also continued to service policy holders during the last shutdown in 2018-2019.

Patience: Protect and Strengthen Crop Insurance

As we patiently await the next steps towards congressional debate and passage of a five-year Farm Bill, we will continue making the case for a Farm Bill that adequately supports farmers and

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CROP INSURANCE

Laurie Langstraat, Editor

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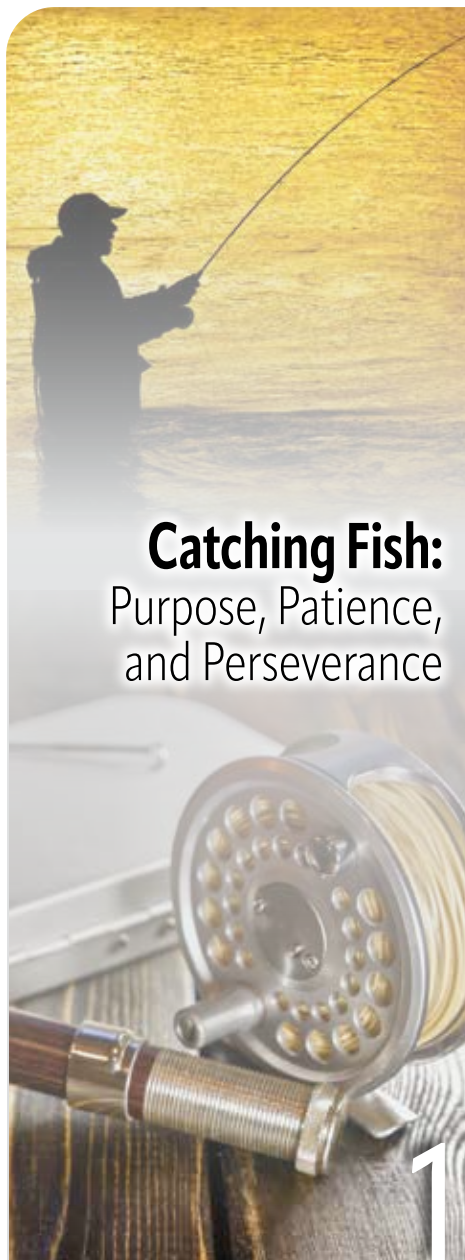
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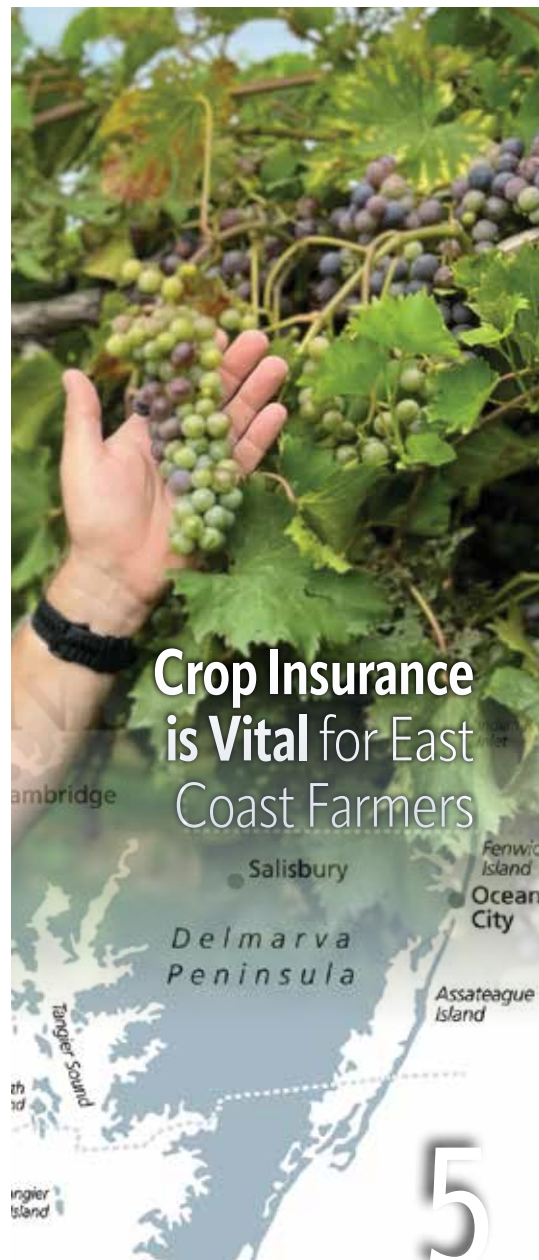
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Catching Fish:
Purpose, Patience,
and Perseverance



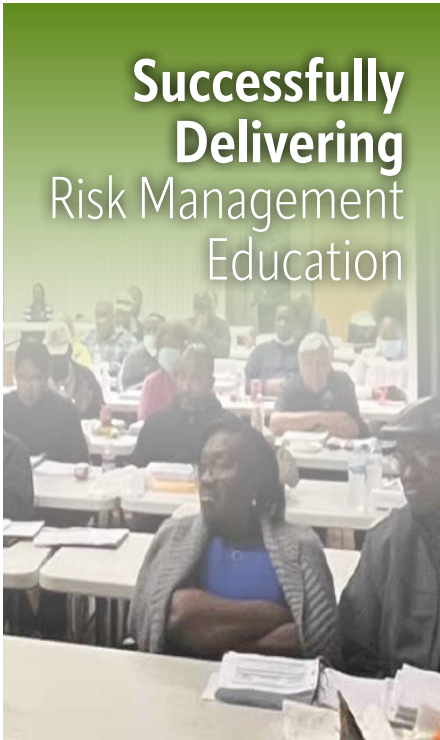
**Crop Insurance
is Vital for East
Coast Farmers**

CROP INSURANCE
Keeps America Growing

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Crop Insurance is Vital *for East Coast Farmers*

By Laurie Langstraat, NCIS



First generation farmer, **Cory Atkins**, has already seen firsthand how important crop insurance is to his farming operation.

Not too far from Capitol Hill in Onancock, Virginia, Lynn Gayle farms soybeans, wheat, and corn. Lynn is acutely aware of the precarious nature of farming and the risk presented by Mother Nature.

“We’re one storm event or one drought away from a disaster,” he told us when NCIS visited him and other farmers in the Delmarva Peninsula in August.

That’s why Lynn—and other farmers across the farmland that is near to our nation’s cap-

ital—rely on the safety net provided by crop insurance.

“When I talk to individuals in the non ag community, often I hear them refer negatively regarding crop insurance...but it ensures that American agriculture is stable and not subject to failure due to the perils that agriculture faces. I’m also quick to point out that I have never, ever profited from crop insurance,” he said.

Up in Wicomico County, Maryland, Steve Hurley farms corn, soybeans, wheat, grain,

sorghum, and oats. He relies on crop insurance to protect his crops from natural events like drought, which impacted his farm during a big drought year in 2002.

“We started using crop insurance in 2002,” Steve said. “We didn’t know it at the time when we signed up for it, but that was the biggest drought year we have ever had in my lifetime.”

Steve told us that if it hadn’t been for crop insurance, he probably couldn’t have continued



Donna King, King Crop Insurance Agency, Georgetown, Delaware

farming. “That was a testament that we made the right decision.”

Over in Laurel, Delaware, on a 600-acre

farm, first-generation farmer Cory Atkins farms vegetables, corn, and soybeans using minimal-to-no-till and cover crop practices. He said one

of the hardest parts of farming is “the extremes,” like the severe rain he experienced earlier this year that destroyed half his lima bean crop.

“I want Congress to know that we have to have crop insurance,” he said. “We got to have some way to mitigate that risk to help, you know, set a floor for farmers.”

As illustrated by these farmers, and the others we spoke with, crop insurance is not a want but rather a need. Temple Rhodes, a farmer in Centerville, Maryland, who grows corn, soybeans, and wheat, sums this up with the following statement: “99.9 percent of the farmers out here, we don’t ever want to collect crop insurance.”

Temple’s family has been farming for many generations and continuing that legacy is important to him. “I’m probably the eighth or ninth generation in agriculture,” said Temple. “And am I the guy to lose it for my kids.”

Temple is grateful for the generations that came before him and the decisions made that would set him up for success today. “I am going to do all the right things that are going to help my children to be able to carry the future on.”

Crop insurance is essential to the success of farmers and the country because crop insurance supports American farmers, Ameri-



Donna King, center, visits with the Wilson Family about their crop insurance policies.

"Crop insurance is the best protection we have...to me, it is the best tool we have for making sure that farmers are protected when they have problems,"

can families, and the American economy. And because crop insurance is so important, the farmers we met had no problem expressing how much they need and rely on it.

"Crop insurance is the best protection we have...to me, it is the best tool we have for making sure that farmers are protected when they have problems," William Layton, a wine-grape grower in Maryland told us.

William's great-grandfather moved to the farm as a sharecropper in the 1920s. Although he grew up there, William didn't start working on the farm full-time until well after college. In 1999, his father was raising corn and soybeans when severe weather hit destroying his crops.

"My father didn't buy crop insurance and, unfortunately, he lost more money than he ever thought he could. We've been buying crop insurance every year since."



Crop insurance agent, **Jessica Clarke**, visits **William Layton** on the porch of his family's winery.



Crop insurance agent, **Jules Hendrix**, talks to insured **Marshal Cahall** in his soybean field near his farm in Kent County, Maryland.



Lawrence Jester and his daughter, **Lisa**, operate their family farm near Townsend, Delaware. "It's a great pleasure to work with my daughter every day," Lawrence said. "She's a huge asset."



Jules Hendrix, Crow Insurance Agency, Middletown, Delaware

When William eventually returned to the farm 16 years ago, he didn't think that growing row crops would sustain the family going forward. So, they began growing wine grapes and started Layton's Chance Winery.

But just like row crops, grapes need the protection of crop insurance, too. In 2018, right before grape harvest, a hurricane dumped five inches of rain on the farm, and only a few days later a Nor'easter left another six to seven inches behind.

"There was just no recovering from it," said William. "Our harvest was cut in half... and crop insurance helped cover that. It was invaluable."

William isn't the only Maryland wine grape grower who relies on crop insurance. Roy Crow, a former crop insurance agent and lifelong farmer, also knows how important crop insurance is.

"Back in 2000, 2007, 2009, 2012, we had some severe droughts around here," Roy told



Lynn Gayle has been growing crops in the Onancock, Virginia, area since 1980. He's thankful for crop insurance so he can pass this legacy on to his son and grandchildren someday.

A red tractor is driving through a vast, flat, snow-covered field. The sun is low on the horizon, creating a warm, golden glow across the sky and the snow. The tractor is moving from the right side of the frame towards the left, leaving tracks in the snow. The horizon is flat, with some distant structures visible under the bright sky.

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us. “This area is very susceptible to droughts. Crop insurance helps me sleep at night.”

A fifth-generation farmer, Mark Wilson, his brother, two sons, niece, and nephew farm in southern Newcastle and northern Kent counties in Delaware. They raise corn, soybeans, wheat, sorghum, barley, and other grain crops. And even though the farm is diversified, and they have some off-farm income to rely on, Mark says he wouldn’t farm without crop insurance.

“We buy crop insurance primarily as a safety net for the what if...if you had a disastrous year,” said Mark. “It’s a program that works. It keeps the farmer in a position where they can maintain profitability and bring a good food supply to the American people and other people around the world.”



Roy Crow was a crop insurance agent for many years until he decided to farm full-time, growing wine grapes and raising cattle.



Marshal Cahall, third generation farmer



Steve Hurley lives in Wicomico County, Maryland, and grows corn, soybeans, wheat, grain sorghum, and oats.

“It’s a program that works. It keeps the farmer in a position where they can maintain profitability and bring a good food supply to the American people and other people around the world.”



Temple Rhodes farms with his wife, sons, father, and nephews near Centerville, Maryland.



Jessica Clarke discusses livestock insurance options with Temple Rhodes.



William Layton on his farm near Vienna, Maryland.



The six members of the Wilson Family who own and operate Legacy Farms in Smyrna, Delaware.

The Delmarva Peninsula has a large poultry industry that provides a good market for the corn and soybeans grown in that area. Delaware farmer, Larry Jester, grows those crops. But even though he has access to good markets and fair prices, he still buys crop insurance.

“Mother Nature’s going to win every time you think you have a plan,” he said. “We buy crop insurance so we can farm next year. I don’t know a whole lot of farmers around here that don’t have crop insurance. You can’t do it.”

“We buy crop insurance so we can farm next year. I don’t know a whole lot of farmers around here that don’t have crop insurance. You can’t do it.”

Marshal Cahall is a third-generation farmer in Kent County, Maryland, growing corn, wheat, soybeans, organic corn and soybeans, and processing vegetables.

“I probably worry most about weather events, right? Because without rainfall and sunshine, we just can’t overcome that.”

Marshal told us that he buys crop insurance for income stability so that he knows he won’t “lose the farm.”

“It sounds kind of cliché, but without it, if you had a disaster event, you know, there’s a very real scenario where you’re out of business next year and that and that could happen really, no matter how financially stable you are,” Marshal said. “Without crop insurance, you’re really living on the edge.”

“Marshal said it’s so important to maintain the farm safety net so farmers can continue to support the communities around them.”

“I think it’s very important that we maintain the safeguards that are available to producers and keep [crop insurance] affordable for producers to purchase it.”

East Coast Farmers
CROP INSURANCE
Keeps America Growing

A healthy farm economy is essential to the stability of America's economy.

Telling the stories of generational family farms and why crop insurance is important to them couldn't be done without the help of some amazing crop insurance agents. We are grateful for the help of these Delmarva agents for taking time out of their busy schedules to join us on our visits and for introducing us to these farmers.



Donna King

Donna King's parents started the King Crop Insurance Agency in Georgetown, Delaware, in 1967. She started with the agency 13 years ago, joining her two sisters in continuing their family business.

"It's in my DNA," Donna said.

And while continuing her family legacy is important to her, Donna also knows how important it is to keep farmers growing the food we all eat and ensuring that people on the Delmarva Peninsula and other communities understand the importance of agriculture.

"Everybody uses agriculture in one way or the other. Whether it's something they eat, something they wear. It's everywhere... and it's essential."

Most crop insurance agents visit their clients on a regular basis, to ensure that they have everything they need and nothing falls through the cracks. And that takes a lot of time.

"On an average, we probably touch a policy 16 times a year because we're collecting planted acres, we're collecting their production. Even if they're not changing their coverage and they don't have any losses, we still have multiple contacts with them."

But that's what Donna likes about her job as a crop insurance agent.

"That's why I get up and go to work every day, because I know that I'm helping," Donna said. "If there's a loss that is impacting your income, there's nothing better than knowing that what I can provide for you would help you do that; to be able to help put your kids through college, feed your own family, that's what's important."



Jessica Clarke

"What I love about being a crop insurance agent is I feel like I really can help the producers understand those programs. They can be very complex. I think it's very helpful to have somebody that they can trust to go to and explain those programs to them and really help them figure out what will best fit

their operation. It brings a lot of satisfaction when we can really sit down, understand their operation together, and pick what best fits for them."

Crop insurance agent, Jessica Clarke, lives in Centerville, Maryland, along Chesapeake Bay on the Delmarva Peninsula. She sells crop insurance to farmers to protect mostly grain crops that are grown in the area. But one loss she remembers most vividly wasn't due to drought or excess moisture. It was due to fire.

"It was actually their equipment that caught on fire in the middle of wheat harvest and that equipment catching on fire as quick as it did, it burned the entire wheat field along with it," Jessica said.

There are options within the crop insurance program that will cover fire or transportation losses, just like this one. Jessica is thankful she was able to provide help during such a stressful time.

"Keep in mind that these producers that are out here working, putting in all this labor to grow our crops, to feed our world, they can't control anything that happens to these crops."



Jules Hendrix

Jules Hendrix has a master's degree in horticulture and agronomy and was working in California when she decided to move back to the East Coast. She began working on a farm that was owned by a gentleman who also sold crop insurance. He suggested she start working in the agency

Protecting more than 540 million acres of American farmland.

and a few years later, she bought the business.

The Crow Insurance Agency in Middletown, Delaware, is a full-service agency, but specializes in farm and crop insurance, writing policies throughout the mid-Atlantic, Maryland, Delaware, and Pennsylvania.

Jules received the 2023 Crop Insurance Industry Outstanding Outreach Award for her work in crop insurance, especially her outreach and service of small and limited resource farmers in the area. But all policyholders are important to Jules. And when disasters happen, she is glad to support them through it.

"It's always a gut-wrenching feeling. You know that a farmer is experiencing a loss of a crop that they have put a lot of blood, sweat and tears into," Jules told us. "But when I can see the farmer can breathe again...they've chosen the right coverage to say, okay, I can get up, I can make this work, I can do another day."

**A healthy farm economy
is essential to the stability
of America's economy.**



The Delmarva Peninsula, or simply Delmarva, is a large peninsula on the East Coast, occupied by the vast majority of the state of Delaware and parts of the Eastern Shore region of Maryland and Virginia. The peninsula is 170 miles long and ranges in width from 70 miles, near its center, to 12 miles at the isthmus on its northern edge, to less near its southern tip of Cape Charles. It is bordered by the Chesapeake Bay on the west, Pocomoke Sound on the southwest, and the Delaware River, Delaware Bay, and the Atlantic Ocean on the east.

Crops grown in the Peninsula mostly include corn, wheat, and soybeans that support the large poultry industry in the area. However, vegetable crops, that grew in abundance there just a few years ago, are still grown by some farmers all across the region. **Source:** https://en.wikipedia.org/wiki/Delmarva_Peninsula

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Successfully Delivering Risk Management Education

By Dr. Laurence Crane, NCIS

NCIS has delivered risk management and crop insurance education to limited resource and socially disadvantaged farmers since 2007. In May of 2023, NCIS completed a project conducted in Alabama, Mississippi, North Carolina, and Virginia working in cooperation with the respective 1890 Land-grant Universities (Tuskegee, Alcorn State, North Carolina A&T, and Virginia State) to teach risk management and marketing planning to underserved farmers and ranchers. Funding for the project was from a competitively awarded grant funded by the National Institute of Food and Agriculture (NIFA) and administered by the University of Minnesota.

The objective of this project was to help farmers and ranchers understand their individual risk exposure and develop a personal risk management marketing plans for their farms. In our model, applied education consisting of sequential workshops, supplemented by personal assignments and individualized counseling, was delivered in hybrid format (in-person and virtual) via a partnership of subject matter experts and local educators in the four project states. The same farmers attended two day-long workshops, and six weekly evening sessions for a total of 30 hours of formal instruction. The workshops were supplemented by personal assignments and



Small group interactions and networking were important parts of every workshop as shown here where farmers discussed the application of the topics presented.

"These workshops were very beneficial and gave me insight on how to develop a realistic risk management and marketing plan. These tools and resources are invaluable, and I cannot thank you enough for having these workshops."

—Alabama vegetable grower

on-farm visits providing individualized tutoring and counseling.

Participants developed the skills to better understand their own operations sufficiently in order to establish written goals for each of the five areas of risk specific to their farm (production, marketing, financial, human resource, legal) and to specify three detailed specific actions to reach each goal. They also developed goals for each variable of the marketing mix (product, price, place, promotion, people) and specified three actions to reach each goal. Extension Educators supported and monitored their progress throughout the project, interviewing each participant at the end of the project and recording the specific actions completed.

PROJECT ACTIVITIES

In-Person Workshop #1

In the first session of the workshop, participants were introduced to business planning.

Participants were instructed to conduct an inventory analysis of their farm along with a risk assessment of their farm assets. The five focus areas of production, marketing, financial, human resource, and legal risk were reviewed. The homework assignment required participants to conduct an inventory assessment and a risk assessment of their individual farm, documenting the results and corrective actions needed.

Financial statements, including the Balance Sheet and Income Statement were introduced. Participants were instructed on the use of this information and how these statements can be used to measure and manage financial risk. The homework assignment focused on the evaluation of the farm's financial structure. This included a determination of the farm's net worth, in conjunction with determination of various financial metrics including liquidity and solvency measures. In addition, the assignment required participants to estimate farm-level profitability (net farm in-



Mississippi farmers and ranchers participating in risk management workshop.

"This was an exceptional workshop to attend. It helped us see where we needed to improve and provided the support to make it happen. The result has been in giving us confidence to move forward in an organized and planned way."

–Virginia row crop producer

come), rate of return, and operating profit margins from their income statements for their own farms. To complement the financial statements, enterprise budgeting analysis was introduced to the group. An understanding of enterprise budgeting allowed the participants to calculate their own costs and returns for each enterprise and estimate breakeven price and output levels.

Having completed the financial analysis segment, marketing principles were presented. Market strategy, market segmentation, and market information sources were each addressed in the workshop. The five key market strategy variables including product, price, place, promotion, and people were included in the curriculum. Project participants were then asked to identify and specify a market plan for their operation.

In the final project segment, an overview of crop insurance plans was presented along with the features of these plans and how these plans help farmers manage risk. A listing of insurable crops in each state was provided. The process of applying for insurance, and how producers can locate an agent who can answer their questions and help them was discussed. The homework assignment was to (1) list all of crops and livestock produced; (2) determine what insurance plans are available; and (3) identify and meet with a crop insurance agent who can answer



Mississippi participants were presented with a certificate recognizing their accomplishment of completing 30 hours of classroom instruction and 100 hours of homework and individual study assignments.

their questions and provide importance guidance on plan selection.

In-Person Workshop #2

A review of goal setting principles, based on setting SMART (Specific, Measurable, Attainable, Realistic, and Time-specific) criteria was presented in this final workshop. Each participant developed their own Risk Management and Marketing Plan by creating a list of written goals (five risk goals and five marketing goals) and, delineating three to five specific actions for each goal they committed to complete to accomplish their goals. These tasks became their personal risk and marketing management plan for the next year.

KEYS TO SUCCESS

The objective of the project was not simply just to transfer knowledge, but to effect long-term behavioral change. To accomplish this, participants were challenged to be actively engaged and held accountable by individually reporting their progress. Throughout the project, participants were supported and encouraged by the support staff.

The following nine components were also considered essential keys to the success of this project:

"These workshops really opened our eyes and helped us to be realistic and provided the needed wisdom to guide us. They have helped us identify areas we must address to be successful."

–Mississippi specialty crop producer

Steering Committee Leadership

A steering committee was assembled at the beginning of the project comprised of the project leaders and educators from North Carolina A&T State University, Alcorn State University, Virginia State University, Tuskegee University and the Mia-Chis Indian Creek Tribe of Lower Alabama. They provided valuable leadership for the implementation of the project and helped ensure that the Statement of Work was followed and that the project objectives were met.

Involvement of Local Educators

Involving local educators was a significant step in meeting project objectives. These individuals were intimately familiar with the farmers and ranchers we were attempting to reach and have a long history of working with them. It was

through personal recruitment by these local educators that we were able to identify producers who were willing to make the commitment up front to attend five workshops and complete 100 hours of homework assignments.

Needs Assessment of Participants

Working with the local educators from each state, the project team was able to accurately assess the needs of the growers in the early stages of the project. This assessment informed the project leaders about the current economic conditions, production and marketing practices, and risk management challenges.

"Without this risk management training, and the continuing educational support and encouragement of my county extension agent, I would not have obtained the knowledge, skills, or ability to access the new retail markets that have increased my farm income by 50%".

*—North Carolina farmer
raising pastured pigs*

Tailored Workshop Content

Building upon the needs assessment, workshop content and instruction was tailored to the specific interests and needs of the local area. The examples and case study were more meaningful and effective because of the early input received through the needs assessment. Attention during the workshops and application through the homework assignments was improved because the audience could relate to the examples used to teach and explain the concepts taught in the various segments of the program.

Participation

Traditional classroom instruction was an important component of each workshop. Following the instruction on each major topic, participants were grouped by the commodities they produced and were assigned discussion topics in order to apply the concepts just presented to the group as a whole. Workshop leaders, assisted by the local educators, monitored the discussion to help them remain focused, ensuring that each person participated.

Individual Support and Follow-up



Alabama participants were presented with a certificate recognizing their accomplishment of completing 30 hours of classroom instruction and 100 hours of homework and individual study assignments.

Following each workshop, the Local Educators were expected to make one or more contacts with each of the participants they had recruited to offer assistance, encourage action, and help keep the participants motivated. An important secondary outcome of this project was the potential long-term working relationships between the farmer participants and the local educators that were developed and fostered during these personal contacts.

Requiring Participation

Throughout the project, participants were expected to be actively involved. All activities (workshop presentations, group discussions, individual work) were designed to encourage participation and personal application. One very important indicator of success was the strong participation by the participants who returned each time with completed homework assignments, and actively participated in each of the workshops.

Requiring Accountability

At the beginning of the workshops, participants were expected to report on their homework assignments from the previous workshops and engage in a discussion about lessons learned and further application of the principle being taught. Throughout the project each participant established goals and identified specific actions they would take to meet their risk management and marketing goals. The local educators followed up and recorded the activity of each participant in accomplishing these actions.

Recognizing Participant Accomplishments

At the conclusion of the last workshop in each state, which was in-person, participants were presented with a certificate recognizing their accomplishment of completing 30 hours of class-

room instruction and 100 hours of homework and individual study assignments.

Outcomes

There were 240 producers participating in the project and outcomes show that 226 completed all in-class and take-home homework assignments. This demonstrated that they had acquired the risk management and market analysis skills and understanding of their own operations sufficiently to set meaningful written goals, and delineate three specific implementation actions for each goal, that would address specific risk management needs of their farms.

The 226 producers each set a unique goal for each of the five areas of risk and each of the five key marketing mix variables. These 10 goals and 30 implementation actions became the farmer's personal risk management plan. Because they set their own goals, each farmer's plan was different, but specific and meaningful to them. This increased the likelihood they would follow through and complete the actions in their plans. At the end of the project, those who had developed their own risk management plans were interviewed by the extension educators who reported that 171 of them had completed all 30 actions they had delineated in their plans. Additional actions are expected to be taken by the remaining farmers as they continue to implement their plans beyond the project's reporting timeframe.

This concentrated, participatory approach to education, with sequential workshops and individualized one-on-one follow-up, provides participants with sustained support as they master the skills taught in the workshops, increasing the likelihood of long-term behavioral change and a more in-depth understanding of agricultural risk management.

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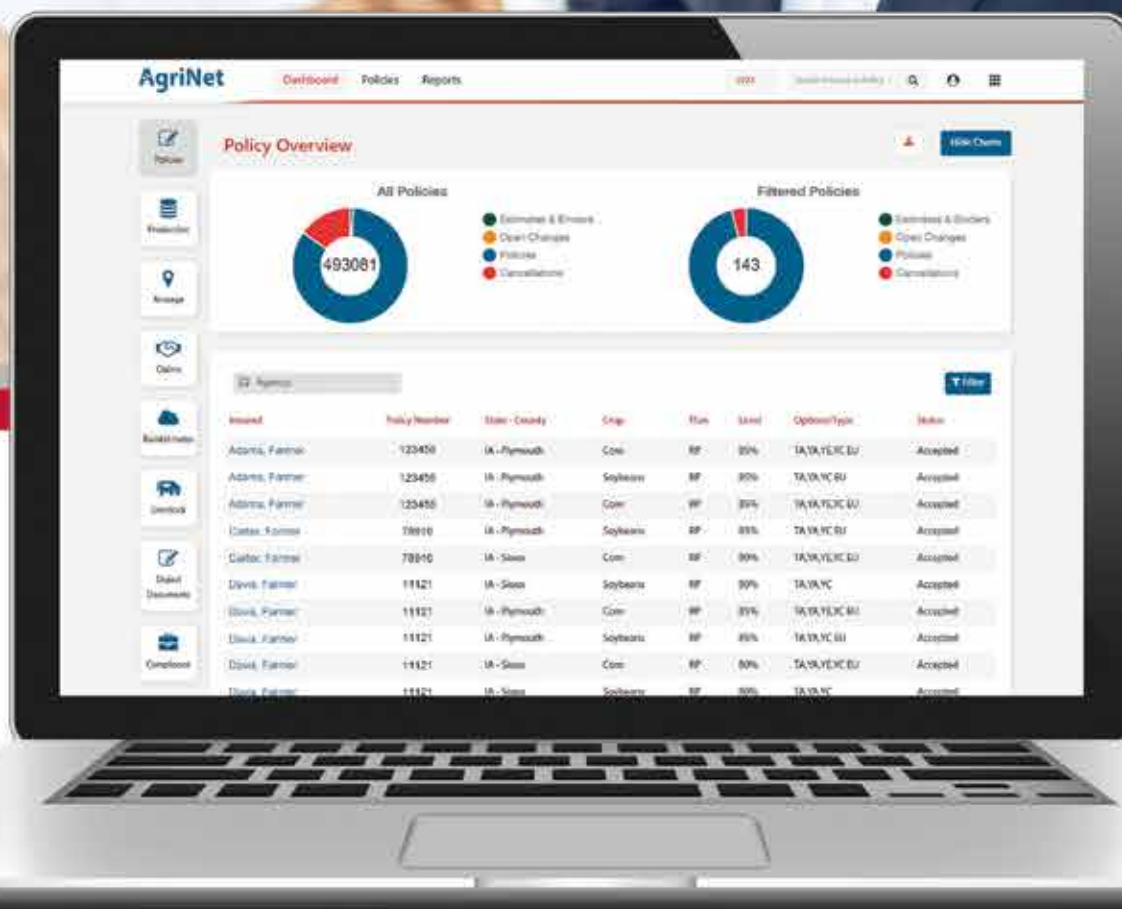
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NCIS Scholarship Program Helps Deserving Students

By Aly Clarkson and Dr. Laurence Crane, NCIS



Tavarus Young



Taelor Boston



Jaylen Williams



Mikaela Blackwood

The objective of the NCIS 1890 Scholarship Program is to enable deserving students to further their education and to expose them to the crop insurance business. The crop insurance industry is actively working to increase the diversity in its workforce, reflecting the diversity of the farmers they serve, and the NCIS scholarship program is a key building block in preparing and delivering an educated and diverse workforce.

The 1890 Land-Grant institutions are 19 historically Black universities that were established under the Second Morrill Act of 1890. The purpose of this scholarship program is to help qualified students at the 1890 Land Grant Universities complete their education and prepare them for careers in agriculture.

Scholarships are for \$3,000 spread over the four semesters of the students' junior and senior years. Because students begin on scholarship their junior year, they will benefit from their NCIS scholarship for four semesters as long as they meet the academic qualification requirements and continue as full-time students in good standing at their respective university.

The NCIS scholarship recipients are all academically strong and well-rounded students who participate in extracurricular activities giving back to their communities. They have an estab-

lished track record of excellence in the classroom and a sense of community citizenship that extends beyond campus borders. These students truly are exceptional young men and women, and NCIS is honored to know them.

Commenting on her experience, a previous scholarship recipient wrote: "John Holmes once said 'There is no exercise better for the heart than reaching down and lifting people up.' To the phenomenal people and scholarship committee of NCIS, thank you. Thank you for reaching down, lifting me up and helping me accomplish my goals!"

For several years NCIS has had 10 students on scholarship; five students completing the second year of their scholarships and five students in their first semester on scholarship. Starting in 2023, NCIS expanded the program and is now offering a scholarship to a qualifying student at each of the 19 1890 Land Grant Universities. New recipients for 2023-2025 are:

Tavarus Young is majoring in Agricultural Business at the University of Arkansas Pine Bluff. He chose agricultural business as his major because he grew up around farming and hopes to one day own his own business. He has learned a great deal about the agriculture industry by working with the University of Arkansas Pine

Bluff's Small Farm Program and the Agricultural Demonstration Outreach Center in Marianna, Arkansas. Young is passionate about basketball and actively participates in his church. Family is his priority, and he plans to use his education to benefit their lives.

Taelor Boston is majoring in Urban and Regional Planning at the Alabama A&M University in Normal. She was born and raised in Birmingham and has a personal interest in improving communities. She chose her major to equip her with the tools she will need to make a positive difference in the quality of life for her fellow citizens. She is a well-rounded individual with considerable experience volunteering through community service, involvement in the Environmental Science Club, and participation in the Urban Planning Association, allowing her to exercise leadership in diverse ways.

Jaylen Williams is majoring in Environmental Natural Resources and Plant Sciences at Tuskegee University in Tuskegee, Alabama. He is deeply involved in agricultural activities at Tuskegee including Minorities in Agriculture, Natural Resources, and Related Sciences (MANRRS), agribusiness club, and the national soils judging team. His interest in agriculture stems from learning about his family history in farming

and the desire to challenge himself. He plans to share his knowledge with others with the goal of changing how the world views agriculture.

Mikaela Blackwood is pursuing a degree in Environmental Sciences from the University of Maryland Eastern Shore in Princess Anne. In high school, she was an intern and teacher's assistant for the Rutgers University Geoscience Summer Program. It was through that experience that Blackwood determined her major. She has experience doing research with several universities and has held leadership positions within her extracurricular activities. She hopes to find a job in water resource sciences or to continue working on research.

Elijah Edwards is majoring in Agriculture Environment Systems with a concentration in Agribusiness and Food Industry Management at North Carolina A&T University in Greensboro. He developed a deep-rooted passion for agriculture early in life while growing up on his family's hog farm, thus leading him to study agriculture. He is active in MANRRS and Collegiate Farm Bureau. Edwards is interested in learning about various agricultural practices and seeks to create innovative farming practices that enhance productivity while minimizing environmental impact. Upon graduating he intends to return to the family farm.

Mallory Douglas is pursuing a degree in Agricultural Science with a concentration in Business at Tennessee State University in Nashville. She developed a love for agriculture by watching her family maintain livestock and cropland. She wants to gain a comprehensive understanding of agricultural practices, crop management, and sustainable farming techniques. Douglas is active in her community and enjoys reading to children and helping at the nursing home. Her goal is to secure a job with the USDA and hopes to one day help create the Farm Bill.

Joel Barhorst is a junior majoring in sustainable agriculture at Central State University (CSU) in Wilberforce, Ohio. While at CSU, he has acted as treasurer for an on-campus group, has done research on growing pumpkins and research on whether certain flowers can be greater hotspots for Honeybee virus transmission. He has also spent time volunteering at two churches and a soup kitchen. Joel aspires to make the most of his educational experience and to maintain an honors status. Upon graduating, he would like to work for the USDA or run his own agribusiness.



Elijah Edwards



Mallory Douglas



Joel Barhorst

SCHOLARSHIP Specifics and Requirements

Amount: (\$3,000)–\$750/semester for four semesters

Funding: Provided by National Crop Insurance Services (NCIS). NCIS is a 503(c) not-for-profit crop insurance trade association whose membership includes all of the private companies offering federal multiple peril crop insurance.

Qualifications:

- Continuing status as a full-time undergraduate student at an 1890 Land Grant University.
- Have completed the sophomore year in college and are considered a junior (four semesters to graduate).
- Have a declared major in an agricultural discipline.
- Minimum cumulative 3.0 GPA.
- U.S. Citizen.

The scholarship program is just one of several activities NCIS engages in to build relationships and strengthen the association between the crop insurance industry and the minority community engaged in agriculture.

Whereas most Federal programs are delivered to citizens through a Federal agency, the Federal crop insurance program is delivered to farmers through the private insurance industry. There are 13 Approved Insurance Providers who have a contract (Standard Reinsurance Agreement) with USDA to deliver (sell) crop insurance to farmers. As the not-for-profit trade association for those 13 companies, NCIS provides services to and for these insurance companies. Because crop insurance is a Federal program the industry has a duty to reach out to "underserved audiences." In practice this means small, limited-resource and socially disadvantaged farmers. On behalf of the crop insurance industry, NCIS' outreach activities work with the Historically Black Colleges and Universities (HBCU) that have agricultural programs, Non-governmental Organizations (NGO), Community Based Organizations (CBO), and other allied professionals who work with and serve minority farmers across the country.

NCIS Hosts Webinars on New Products

By Lynnette Dillon, NCIS

What do Weaned Calf Risk Protection, Controlled Environment, Shellfish, Grapevine, and Kiwifruit have in common? You may have answered 'wide-ranging' or 'specialty products' or 'new to the marketplace' and you would be correct on all three counts.

All these commodities are new to crop insurance and offered in specific regions to benefit producers and ranchers alike. Each of these innovative plans fills a niche in the ever-expanding choices available to potential new insureds and current policyholders.

With so many new products and upcoming sales closing deadlines, NCIS added two new webinars to the training schedule for its members. The ongoing challenge is facilitating timely training after the RMA finalizes the policy provisions and the corresponding insurance standards handbooks. It is the role of NCIS to train and provide materials that AIPs can use for their own agent, adjuster, and staff training. Training materials may be used by NCIS members and are furnished to reinforce consistency throughout the entire industry.

Over 280 participants joined for the 8/31 Contract Change Date (CCD) and New Releases webinar where Kim Harris and Madilyn Nunez, of AgriLogic Consulting LLC., introduced Kiwifruit and Grapevine. Business owners can now insure grafted vines against plant death due to freeze, hail, flood, fire, and failure of the irrigation water supply (if caused by an unavoidable naturally occurring event). The new plan rolled out to 9 major wine-producing states across the U.S. in select counties. Kiwifruit was also launched specifically for California producers in 12 counties and provides a yield-based plan covering natural causes of loss. AgriLogic Consulting also addressed policy changes to Florida citrus fruit, olives, and pomegranates.

In addition to providing a forum to introduce new products, another primary objective of the webinar was to deliver information associated with the 8/31 CCD. Ashleigh Russell and Chris



Fisher, NCIS, presented the actuarial and policy changes with emphasis on pistachio, rainfall index, pear and Pasture, Rangeland, & Forage. Griffin Schnitzler, RMA, addressed updates to the Whole-Farm Revenue Protection (WFRP) policy.

The most recent webinar saw over 260 participants join for the Weaned Calf Risk Protection, Controlled Environment, and Shellfish presentations. The Weaned Calf Risk Protection is the fourth livestock product joining Livestock Risk Protection, Livestock Gross Margin and Dairy Revenue Protection as a risk management tool for ranchers. AgriLogic Consulting LLC trainers Brandon McDonald, Wes Regmund, and Ethan Bredemeyer presented an extensive 3-hour program and walked through the underwriting and loss components of the new plan. Two timelines were also provided to demonstrate how to submit calf reports based on the calving period. As a complement to the policy information, Jessica Trites Rolle, NCIS, focused on the weaned calf data processing elements and stressed that more details are forthcoming and will be shared with the Technology and Information Processing (TIP) Committee.

As part of the Agricultural Improvement Act of 2018, RMA was directed to research the feasibility to insure a controlled environment such as a greenhouse and contracted with Watts and Associates to develop the policy. Guest speaker, Alex Offerdahl, discussed the challenges of insuring

thousands of plants under one policy and that no two operations are the same. The new program is designed to insure plant disease or contamination losses, and coverage is initially offered in 25 states for the 2024 crop year.

Another RMA-contracted program is the new Shellfish plan, available in 12 coastal states. Coverage is for containerized oysters only. Madilyn Nunez, AgriLogic Consulting LLC., covered policy information including the loss perils of excessive heat or freeze during a low tide event, low salinity caused by excess rainfall and named storms. A potential policyholder must have grown the commodity or managed an operation for at least four crop years in the county for which they are applying for coverage.

As expected, new products and policy changes generate questions, and those received during webinars are sent to the speaker for a written answer. Once the speaker submits the answer it is added to the Q and A document and posted to the NCIS website for our members to access and use in agent, adjuster, and staff training. It is important for the crop industry to receive one consistent and correct answer for training purposes.

Over the past 12 months, NCIS has delivered eight webinars/national conferences for the crop industry. We thank all the presenters who have made it possible to provide timely training and created presentation materials to support company trainers.



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CROP INSURANCE

	Actual Production History	Yield Protection	Revenue Protection
Abbreviation Code	APH – Plan 90	YP – Plan 01	RP – Plan 02
	<p>Like YP, the APH plan of insurance guarantees a yield based on the individual producer's actual production history and can be available in the absence of a revenue protection plan (RP) for a crop in a county. For most crops, unavoidable, naturally occurring events include drought, excess moisture, cold and frost, wind, flood, and unavoidable damage from insects and disease. Unlike YP, the available price elections are established by the Risk Management Agency. An indemnity is due when the value of the production to count is less than the liability.</p>	<p>YP provides protection against a loss in yield due to unavoidable, naturally occurring events. For most crops, that includes adverse weather, fire, insects, plant disease, wildlife, earthquake, volcanic eruption, and failure of the irrigation water supply due to a naturally occurring event. Like the APH plan of insurance, YP guarantees a production yield based on the individual producer's APH. Unlike the APH plan of insurance, a price for YP is established according to the crop's applicable commodity board of trade/exchange as defined in the Commodity Exchange Price Provisions (CEPP). The projected price is used to determine the yield protection guarantee, premium, any replant payment or prevented planting payment, and to value the production to count. The coverage and exclusions of YP are similar to those for the APH plan of insurance. An indemnity is due when the value of the production to count is less than the yield protection guarantee.</p>	<p>RP provides protection against a loss of revenue caused by price increase or decrease, low yields, or a combination of both (for corn silage and rapeseed, protection is only provided for production losses). This coverage guarantees an amount based on the individual producer's APH and the greater of the projected price or harvest price. Both the projected price and harvest price are established according to the crop's applicable commodity board of trade/exchange as defined in the Commodity Exchange Price Provisions (CEPP). While the revenue protection guarantee may increase, the premium will not. The projected price is used to calculate the premium and replant payment or prevented planting payment. An indemnity is due when the calculated revenue (production to count x harvest price) is less than the revenue protection guarantee for the crop acreage. (Please note the "Maximum Price Movement" for rapeseed and corn silage on the following page.)</p>

PLAN COMPARISON

The NCIS Crop Insurance Plan Comparison (CIPC) has been updated for the 2024 crop year and is current as of November 2023. This popular NCIS product is designed as a quick reference aid for crop insurance company personnel, crop insurance agents and producers alike.

The CIPC is a thorough, yet compact list of major crop insurance plans of coverage. It includes a general overview and a side-by-side comparison of the available insurance products which are available on a national or almost-national basis.

The products and topics summarized in this outline do not supersede or circumvent the policy provisions. See the policy provisions and/or contact your company for a complete description of available coverages and their terms and conditions. Crop/plan of insurance availability can be found on RMA's Actuarial Information Browser.

Note: Weaned Calf Revenue Protection is covered on the Livestock Plan Comparison Chart.

RP W/Harvest Price Exclusion	Area Yield Protection	Area Revenue Protection	Area Revenue Protection W/Harvest Price Exclusion
RP-HPE – Plan 03	AYP – Plan 04	ARP – Plan 05	ARP-HPE – Plan 06
RP HPE is similar to RP; however, RP HPE coverage provides protection against loss of revenue caused by price decrease , low yields, or a combination of both. Unlike RP, the revenue protection guarantee for RP HPE is based on the projected price only and it does not increase based on a harvest price.	AYP coverage is based on the experience of the county rather than individual farms. Maintaining the insured's actual production history is now mandatory and may be used by RMA as a data source to establish and maintain the area programs. AYP indemnifies the insured in the event the final county yield falls below the insured's trigger yield. The Federal Crop Insurance Corporation (FCIC) will issue the final county yield in the calendar year following the crop year insured. Since this plan is based on county yields and not individual yields, the insured may have a low yield on their farm and not receive payment under AYP.	Like the other area plans, ARP is based on the experience of the county rather than individual farms. Coverage is provided against loss of revenue due to a county level production loss, a price decline, or a combination of both. Upside harvest price protection is included which increases the policy protection at the end of the insurance period if the harvest price is greater than the projected price and if there is a production loss. ARP will pay a loss when the final county revenue is less than the trigger revenue which is calculated using the higher of the projected price or harvest price.	Like AYP, ARP-HPE is based on the experience of the county rather than individual farms. Maintaining the insured's actual production history is now mandatory and may be used by RMA as a data source to establish and maintain the area programs. An ARP-HPE policy provides protection against loss of revenue due to a county level production loss, price decline, or a combination of both. This plan only uses the projected price and does not provide upside harvest price protection. An indemnity is due under ARP-HPE when the final county revenues published by FCIC are less than the trigger revenue. Since this plan is based on county revenue and not individual revenue, the insured may have a loss in revenue on their farm and not receive payment under ARP-HPE.

CROP Insurance PLAN COMPA

PLAN CODE	APH	YP	RP
	90	01	02
Coverage	Individual yield	Individual yield	Individual revenue
Insures Against	Production loss	Production loss	Revenue loss due to increase or decrease in price, low yield, or combination of these.
Administrative Fee	\$30 \$655 CAT	\$30 \$655 CAT	\$30 no CAT available
Available Unit Structure	Basic, optional, ¹ enterprise, ¹ whole-farm	Basic, optional, enterprise, ¹ whole-farm	Basic, optional, enterprise, ¹ whole-farm
Applicable Price(s)/Price Election(s)	Percentage elected by insured of price election determined by the Risk Management Agency.	Percentage elected by insured of projected price defined by CEPP.	Projected price and harvest price defined by CEPP.
Maximum Price Movement	Not applicable	Not applicable	Harvest price not to exceed projected price x 2.00 (except for corn silage and rapeseed for which the harvest price = projected price)
Coverage Level % Available	¹ 50- 85%	¹ 50- 85%	¹ 50- 85%
Production Report	Required	Required	Required
Acreage/Commodity Report	Required	Required	Required
Written Agreement	Available	Available	Available, but cannot establish RP when coverage for crop is not provided in the state.

¹ See the County Actuarial information to determine availability.

RISON

RP HPE	AYP	ARP	ARP-HPE
03	04	05	06
Individual revenue	Area yield	Area revenue	Area revenue
Revenue loss due to decrease in price, low yield, or combination of these.	County-wide production loss.	County-wide revenue loss.	County-wide revenue loss.
\$30 no CAT available	\$30 \$655 CAT	\$30 no CAT available	\$30 no CAT available
Basic, optional, enterprise, ¹ whole-farm	N/A	N/A	N/A
Projected price and harvest price defined by CEPP.	45% (CAT), or projected price defined by CEPP.	Projected and harvest price defined by CEPP.	Projected price defined by CEPP.
Harvest price not to exceed projected price x 2.00 (except for corn silage and rapeseed for which the harvest price = projected price).	Not applicable	Harvest price not to exceed projected price x 2.00	Harvest price not to exceed projected price x 2.00
¹ 50- 85%	65-90%	70-90%	70-90%
Required	Required	Required	Required
Required	Required	Required	Required
Available, but cannot establish RP when coverage for crop is not provided in the state.	Not available	Not available	Not available

CROP Insurance PLAN COMPA

PLAN CODE	APH	YP	RP																																				
	90	01	02																																				
Subsidy Amount	<table><tr><th>Coverage Level (%)</th><th>BU/OU</th><th>EU</th></tr><tr><td>CAT</td><td>1.00</td><td>N/A</td></tr><tr><td>50</td><td>0.67</td><td rowspan="3">0.80</td></tr><tr><td>55-60</td><td>0.64</td></tr><tr><td>65-70</td><td>0.59</td></tr><tr><td>75</td><td>0.55</td><td>0.77</td></tr><tr><td>80</td><td>0.48</td><td>0.68</td></tr><tr><td>85</td><td>0.38</td><td>0.53</td></tr></table>	Coverage Level (%)	BU/OU	EU	CAT	1.00	N/A	50	0.67	0.80	55-60	0.64	65-70	0.59	75	0.55	0.77	80	0.48	0.68	85	0.38	0.53		<table><tr><th>Coverage Level (%)</th><th>BU/OU</th></tr><tr><td>50</td><td>0.67</td></tr><tr><td>55-60</td><td>0.64</td></tr><tr><td>65-70</td><td>0.59</td></tr><tr><td>75</td><td>0.55</td></tr><tr><td>80</td><td>0.48</td></tr><tr><td>85</td><td>0.38</td></tr></table>	Coverage Level (%)	BU/OU	50	0.67	55-60	0.64	65-70	0.59	75	0.55	80	0.48	85	0.38
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High-Risk Land	Eligible for coverage	Eligible for coverage	Eligible for coverage																																				
High-Risk Land Exclusion	Available	Available	Available																																				
Hail and Fire Exclusion	Available; restricted for WU	Available; restricted for WU	Available; restricted for WU																																				
Replanting Requirements	Applicable	Applicable	Applicable																																				
Replanting Payments	Available	Available	Available																																				
Late Planting Provisions	Applicable	Applicable	Applicable																																				
Pevented Planting Provisions	Applicable	Applicable	Applicable																																				
Notice of Loss	Required	Required	Required																																				
Loss Adjustment Procedure Required	Yes	Yes	Yes																																				
Imdemnity If	Production to count x price election is < the value of the production guarantee x insured acres.	Production to count x projected price is < the yield protection guarantee x insured acres.	Production to count x harvest price is < the revenue protection guarantee x insured acres.																																				



RISON

RP HPE			AYP		ARP		ARP-HPE																					
03			04		05		06																					
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Coverage Level (%)	Subsidy																											
CAT	1.00																											
70-75	0.59																											
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	0.80	0.80																										
	0.77																											
	0.68	0.71																										
	0.53	0.56																										
Eligible for coverage			Insured as long as the acreage meets all other requirements.		Insured if acreage meets all other requirements.		Insured if acreage meets all other requirements.																					
Available			Not available		Not available		Not available																					
Available; restricted for WU			Not available		Not available		Not available																					
Applicable			Not applicable		Not applicable		Not applicable																					
Available			Not available		Not available		Not available																					
Applicable			Not applicable		Not applicable		Not applicable																					
Applicable			Not applicable		Not applicable		Not applicable																					
Required			Not required		Not required		Not required																					
Yes			No		No		No																					
Production to count x harvest price is < the revenue protection guarantee x insured acres.			Final county yield is < the trigger yield (expected county yield x coverage level).		Final county revenue is < the trigger revenue (expected county yield x the greater of projected or harvest price x coverage level).		Final county revenue is < the trigger revenue (expected county yield x the projected price x coverage level).																					

LIVESTOCK INSURANCE

	Dairy Revenue Protection	Livestock Gross Margin			
Abbreviation Code	DRP – Plan 83	LGM – Plan 82			
	DRP is designed to insure against unexpected declines in quarterly (3-month periods) revenue from milk sales relative to a guaranteed coverage level. The expected revenue is based on futures prices for milk and dairy commodities, and the amount of covered milk production elected by the dairy producer. The covered milk production is indexed to the state or region where the dairy producer is located.	LGM covers the difference between the gross margin guarantee and the actual gross margin. LGM does not insure against death or any other loss or damage to your livestock or milk production.			
	Dairy Revenue Protection	LGM-Cattle	LGM-Dairy Cattle	LGM-Swine	LRP-Fed Cattle
Plan Code	83	82	82	82	81
Coverage On	Milk production from dairy cattle, insured under: - Class Pricing Option (considers CME futures for Class III and Class IV milk) or - Component Pricing Option (considers CME futures for butterfat, protein, other solids, nonfat solids).	Steer and heifer cattle operations, primarily for beef production: - Calf Finishing - Yearling Finishing.	Milk production from dairy cattle Milk should be sold for commercial or private sale primarily for human consumption.	Hog and pig operations: - Farrow to Finish - Feeder Pig Finishing - Segregated Early Weaned (SEW).	Fed Cattle (steers or heifers), already born.
Available In (States)	All states	All states	All states	All states	All states
Administrative Fee	N/A	N/A	N/A	N/A	N/A
Available Unit Structure	N/A	N/A	N/A	N/A	N/A



PLAN COMPARISON

The products and product topics summarized in this outline are not all-encompassing and do not substitute for the policy provisions. See the policy provisions and/or contact your agent or company for a complete discription of available coverage, terms, and conditions.

Livestock Risk Protection		Yield Protection	Revenue Protection	RP ^W /Harvest Price Exclusion
LRP – Plan 81		YP – Plan 01	RP – Plan 02	RP-HPE – Plan 03
<p>LRP programs are designed to insure against declining market prices. All coverage is for livestock the insured has a share in as an owner as defined by the LRP policy. An insured can purchase Specific Coverage Endorsements (SCEs) year-round, with a new sales period occurring each business day, unless markets are closed or trading of associated futures contracts are suspended as indicated in the LRP policy.</p>		<p>Allowed on Livestock Commodity Weaned Calf Revenue Protection (WCRP)</p> <p>YP provides protection against a loss in yield (calf weight) due to unavoidable, naturally occurring events. YP guarantees a production yield based on the individual producer’s APH. A projected price is established according to the WCRP Commodity Exchange Price Provisions (CEPP). The applicable projected price is used to determine the yield protection guarantee and premium, and to determine the value of production to count based on the average weaning weight per calf on a unit basis. An indemnity is due when the value of the production to count is less than the yield protection guarantee.</p>	<p>Allowed on Livestock Commodity Weaned Calf Revenue Protection (WCRP)</p> <p>Revenue protection provides coverage against a loss of revenue caused by a price increase or decrease, low yields (low calf weight), or a combination of both. RP guarantees an amount based on the individual producer’s APH and the greater of the applicable projected price or harvest price. The projected and harvest prices are established as defined in the WCRP Commodity Exchange Price Provisions (CEPP). While the revenue protection guarantee may increase, premium is always calculated using the projected price. An indemnity is due when the calculated revenue (production to count x harvest price) is less than the revenue protection guarantee.</p>	<p>Allowed on Livestock Commodity Weaned Calf Revenue Protection (WCRP)</p> <p>RPHPE is similar to RP. RPHPE coverage provides protection against loss of revenue caused by a price decrease, low yields, or a combination of both. Unlike RP, the RPHPE revenue protection guarantee is based on the applicable projected price only; it does not increase based on a high harvest price.</p>
LRP-Feeder Cattle	LRP-Swine	YP (for WCRP)	RP (for WCRP)	RP HPE (for WCRP)
81	81	01	02	03
<p>Calves, steers, heifers, predominantly Brahman, predominantly dairy, or unborn calves (must also own cow and calves must be born by endorsement end date).</p>	<p>Lean hogs or unborn swine. For unborn swine: Must be born by endorsement end date, and producer or person with SBI in the producer must have an ownership interest in the entity that owns the pregnant sows. Max insurable unborn swine is proportional to ownership in the pregnant sows. Example in LRP BP.</p>	<p>Individual yield protection based on a weight (pounds) guarantee.</p> <p>For calves included in the beef class (steers or heifers).</p> <p>Insures from the time a calf is born and reported on a calf report until the calf is removed from the brood cow (weaned).</p>	<p>Individual revenue protection based on a weight (pounds) guarantee.</p> <p>For calves included in the beef class (steers or heifers).</p> <p>Insures from the time a calf is born and reported on a calf report until the calf is removed from the brood cow (weaned).</p>	<p>Individual revenue protection based on a weight (pounds) guarantee.</p> <p>For calves included in the beef class (steers or heifers).</p> <p>Insures from the time a calf is born and reported on a calf report until the calf is removed from the brood cow (weaned).</p>
All states	All states	CO, NE, SD and TX	CO, NE, SD and TX	CO, NE, SD and TX
N/A	N/A	\$30 \$655 CAT	\$30 No CAT	\$30 No CAT
N/A	N/A	Basic	Basic	Basic



LIVESTOCK Insurance PLAN COM

	Dairy Revenue Protection	LGM-Cattle	LGM-Dairy Cattle	LGM-Swine	LRP-Fed Cattle
Plan Code	83	82	82	82	81
Weight Categories	N/A	Started around 550 lbs or 1-year-old and raised to slaughter weight.	N/A	260 lbs at end date (or as stated in the special provisions).	1,000 to 1,600 lbs at end date.
Expected Ending Disposition of Insured Head of Milk	Milk sold (requires settlement sheets, other sales documents).	Expected to be marketed for slaughter at end date (requires settlement sheets, other sales documents).	Milk sold (requires settlement sheets, other sales documents).	Expected to be marketed for slaughter at end date (requires settlement sheets, other sales documents).	Expected to be marketed for slaughter at end date.
Insures Against	Declines in quarterly revenue from milk sales relative to a guaranteed coverage level.	Loss of gross margin, which is the market value of livestock minus program-specified feed costs.	Increase in program-specified costs or milk price decline.	Loss of gross margin, which is the market value of livestock minus program-specified feed costs.	
Does the Policy Application Attach Coverage?	No	No	No	No	No
Sales Period [for DRP, LGM and LRP, each sales period serves as a separate sales closing date.]	Every business day, unless markets are closed or prices are otherwise unavailable per policy (market stopped due to price fluctuation, etc.). Begins when coverage prices and rates are posted on the RMA website (approximately 4:30 p.m. Central) and ends at 9 a.m. Central the following business day. Exception: sales beginning the last business day of a week continue through 9 a.m. Central on Sunday immediately following the business day.	Every week on Thursday, unless markets are closed or prices are otherwise unavailable per policy (market stopped due to price fluctuation, etc.). Begins when coverage prices and rates are posted on the RMA website (approximately 4:30 p.m. Central) and ends at 8:25 a.m. the following calendar day (e.g., Friday).	Every week on Thursday, unless markets are closed or prices are otherwise unavailable per policy (market stopped due to price fluctuation, etc.). Begins when coverage prices and rates are posted on the RMA website (approximately 4:30 p.m. Central) and ends at 9 a.m. the following calendar day (e.g., Friday).	Every week on Thursday, unless markets are closed or prices are otherwise unavailable per policy (market stopped due to price fluctuation, etc.). Begins when coverage prices and rates are posted on the RMA website (approximately 4:30 p.m. Central) and ends at 8:25 a.m. the following calendar day (e.g., Friday).	
Available Insurance Period Lengths	3-month periods (a calendar year quarter). May be able to purchase up to 5 quarters out during any given sales period.	11-month insurance period with 10 coverage months (months 2 - 11).	11-month insurance period with 10 coverage months (months 2 - 11).	6-month insurance period with 5 coverage months (months 2 - 6).	13, 17, 21, 26, 30, 34, 39, 43, 47, 52
Coverage Level Application Price(s)/Price Election Percent(s) Deductible	80-95%	Deductible: \$0 to \$150 in \$10 increments. Can be different for each Target Marketings Report.	Deductible: \$0 to \$2 in \$0.10 increments. Can be different for each Target Marketings Report.	Deductible: \$0 to \$20 in \$20 increments. Can be different for each Target Marketings Report.	70 - 100%, calculated based on selected coverage price. Coverage prices change each sales period.

PARISON

LRP-Feeder Cattle	LRP-Swine	YP (for WCRP)	RP (for WCRP)	RP HPE (for WCRP)
81	81	01	02	03
Two categories: - 1.0 – 5.99 hundredweight - 6.0 – 10.0 hundredweight.	1.45-2.60 hundredweight (about 189 to 351 lbs on a live basis)	N/A	N/A	N/A
Expected to be marketed at end date, but retention not prohibited.	-Unborn swine are expected to be marketed upon birth/at end date, but retention not prohibited. -Lean hogs are expected to be marketed for slaughter at end date.	Calves are weaned and sold. Backgrounding is allowed, but backgrounded calves will have weight adjusted to reflect weight at weaning.		
Decline in prices (published expected versus published actual).		Production loss	Revenue loss due to increase or decrease in price, low yield, or combination of these.	Revenue loss due to decrease in price, low yield, or combination of these.
No	No	No	No	No
Every business day, unless markets are closed or prices are otherwise unavailable per policy (market stopped due to price fluctuation, etc.). Begins when coverage prices and rates are posted on the RMA website (approximately 4:30 p.m. Central) and ends at 8:25 a.m. Central the following day.		Sales closing date for Weaned Calf Revenue Protection is January 31.		
13, 17, 21, 26, 30, 34, 39, 43, 47, 52	Unborn: 30, 34, 39, 43, 47, 52 All other: 13, 17, 21, 26, 30	N/A	N/A	N/A
70 – 100%, calculated based on selected coverage price. Coverage prices change each sales period.	70 – 100%, calculated based on selected coverage price. Coverage prices change each sales period.	- CAT, 50%, 55%, 60%, 65%, 70%, 75%, 80%, 85% - Can elect less than 100% of the projected price. - Projected price defined in WCRP CEPP. - Adjustment/limitation: Price determinations use bounded approved and actual yields and Price Adjustment Factors (see WCRP CEPP).	- 50%, 55%, 60%, 65%, 70%, 75%, 80%, 85% - Projected price and harvest price defined in WCRP CEPP. - Adjustment/limitation: Price determinations use bounded approved and actual yields and Price Adjustment Factors (see WCRP CEPP).	- 50%, 55%, 60%, 65%, 70%, 75%, 80%, 85% - Projected price and harvest price defined in WCRP CEPP. - Adjustment/limitation: Price determinations use bounded approved and actual yields and Price Adjustment Factors (see WCRP CEPP).



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	Dairy Revenue Protection	LGM-Cattle	LGM-Dairy Cattle	LGM-Swine	LRP-Fed Cattle
Plan Code	83	82	82	82	81
Premium Subsidy [all allow BFR/VFR additional premium subsidy, and all remove subsidy for conservation compliance violation.]	Based on coverage level election: 80% CL = 0.55 85% CL = 0.49 90% CL = 0.44 95% CL = 0.44	Available for policies that insure multiple months during an insurance period. Subsidy amount determined by dollar deductible insured selects. If insured selects a \$0 deductible, will have a lower premium subsidy (18%); if selects the maximum \$150 deductible, will have a higher premium subsidy (50%).	Available for policies that insure multiple months during an insurance period. Subsidy amount determined by dollar deductible insured selects. If insured selects a \$0 deductible, will have a lower premium subsidy (18%); if selects the maximum \$2 deductible, will have a higher premium subsidy (50%).	Available for policies that insure multiple months during an insurance period. Subsidy amount determined by dollar deductible insured selects. If insured selects a \$0 deductible, will have a lower premium subsidy (18%); if selects the maximum \$20 deductible, will have a higher premium subsidy (50%).	Subsidy amount determined by coverage price insured selects.
Maximum per QCR or SCE	No maximum	No maximum	No maximum	No maximum	12,000 head
Maximum per CY	No maximum	No maximum	No maximum	No maximum	25,000 head
Elements insured chooses on a QCE or SCE	If choose Class Pricing Option, report declared class price weighting factor, declared covered milk production, coverage level, protection factor, and insured share. If choose Component Pricing Option, report declared butterfat and protein test pounds, declared component price weighting factor, declared covered milk production, coverage level, protection factor, and insured share.	Report type of operation, total approved marketings and target marketings for each coverage month in the insurance period for the applicable type(s) of operation(s), and a dollar deductible. Also report effective date for sales period.	Report type of operation, total approved marketings, target marketings for each coverage month in the insurance period as hundredweight of milk (potential profit) and tons of corn and soybean/protein meal (reflected feed cost), and a dollar deductible. Also report effective date for sales period.	Report type of operation, total approved marketings and target marketings for each coverage month in the insurance period for the applicable type(s) of operation(s), and a dollar deductible. Also report effective date for sales period.	
Copy of completed and signed QCE or SCE due to AIP by...	9 a.m. Central	8:25 a.m. Central	9 a.m. Central	8:25 a.m. Central	
Coverage attaches only after/if: [for DRP, LGM and LRP, each sales period for how often can purchase; serves as a separate see available insurance period lengths for additional details.]	Insured completes at least one Quarterly Coverage Endorsement (QCE), which establishes a Quarterly Insurance Period (QIP). Can purchase separate quarterly endorsements for the same quarterly insurance period, including those purchased in two different crop years, and each quarterly insurance period may have different elections.	Insured completes at least one Specific Coverage Endorsement (SCE).	Insured completes at least one Specific Coverage Endorsement (SCE).	Insured completes at least one Specific Coverage Endorsement (SCE).	Insured completes at least one Specific Coverage Endorsement (SCE).
Production Report	N/A	N/A	N/A	N/A	N/A
Calf Report	N/A	N/A	N/A	N/A	N/A

PARISON

LRP-Feeder Cattle	LRP-Swine	YP (for WCRP)	RP (for WCRP)	RP HPE (for WCRP)
81	81	01	02	03
Subsidy amount determined by coverage price insured selects.	Subsidy amount determined by coverage price insured selects.	CAT=1.00 50% CL = 0.67 55 and 60% CL = 0.64 65 and 70% CL = 0.59 75% CL = 0.55 80% CL = 0.48 85% CL = 0.38	50% CL = 0.67 55 and 60% CL = 0.64 65 and 70% CL = 0.59 75% CL = 0.55 80% CL = 0.48 85% CL = 0.38	50% CL = 0.67 55 and 60% CL = 0.64 65 and 70% CL = 0.59 75% CL = 0.55 80% CL = 0.48 85% CL = 0.38
12,000 heads	All states	N/A	N/A	N/A
25,000 head	N/A	N/A	N/A	N/A
Report whether insuring Fed Cattle, Feeder Cattle, Swine, or multiple classes of livestock. Provide legal description of the location of insured livestock or livestock product, including the state and zip code. For Feeder Cattle or Swine, if insuring unborn livestock, indicate livestock type as "Unborn Swine," "Unborn Steers & Heifers," "Unborn Dairy," or "Unborn Brahman." If insuring born livestock, indicate livestock type as "Heifers," "Steers," "Brahman," "Dairy," or "Swine-No Type Specified." Report the effective date and end date of insurance period, number of head insured, target weight at end date, coverage price, and insured's ownership share.		N/A	N/A	N/A
8:25 a.m. Central		N/A	N/A	N/A
Insured completes at least one Specific Coverage Endorsement (SCE).	Insured completes at least one Specific Coverage Endorsement (SCE).	Application accepted after receiving Pre-Acceptance Worksheet (insured) and, if applicable, Pre-Acceptance Inspection Report (AIP) and insured completes at least one Calf Report.		
N/A	N/A	Required from Insured.	Required from Insured.	Required from Insured.
N/A	N/A	Required from insured. For coverage to attach to each eligible live beef calf, an updated Calf Report is required to report each new birth during the insured's calving period. A calving period begins when the first calf in the unit is born and ends the earlier of 60 days after the first birth or the actuarial Final Calf Reporting Date.		



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	Dairy Revenue Protection	LGM-Cattle	LGM-Dairy Cattle	LGM-Swine	LRP-Fed Cattle
Plan Code	83	82	82	82	81
Written Agreements Allowed	No	No	No	No	No
Premium Due	Billed after QCE ends.	Billed after SCE ends.	Billed after SCE ends.	Billed after SCE ends.	Billed after SCE ends.
Notice of Loss	<p>If final prices for a quarter appear to show a loss for an insured's QCE(s), AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return applicable sales records and a completed Milk Production Worksheet.</p> <p>Documents due from insured within 60 days of NOPL issuance. AIP will indemnify within 30 days of receiving the completed Worksheet and acceptable supporting documentation.</p>	<p>Once there are no remaining non-zero target marketings within an 11-month insurance period, if final prices for that insurance period appear to show a loss, AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return applicable sales records and a completed Marketings Report. Documents due from insured within 60 days of receiving NOPL.</p>	<p>Once there are no remaining non-zero target marketings within an 11-month insurance period, if final prices for that insurance period appear to show a loss, AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return applicable sales records and a completed Marketings Report. Documents due from insured within 60 days of receiving NOPL.</p>	<p>Once there are no remaining non-zero target marketings within an 11-month insurance period, if final prices for that insurance period appear to show a loss, AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return applicable sales records and a completed Marketings Report. Documents due from insured within 60 days of receiving NOPL.</p>	<p>- If the actual ending value is less than the coverage price for the insurance period, AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return the signed NOPL form within 60 days of the date the NOPL is provided.</p> <p>- Documents proving ownership, providing sales records, and attestations as specified in the LRP BP are due from insured with the NOPL.</p> <p>- AIP will indemnify within 30 days of receiving the completed NOPL with acceptable supporting documentation.</p>
Indemnity Due if...	<p>When market prices and yields in milk pooled production regions change due to natural market shifts, then a DRP indemnity is the difference between the final revenue guarantee and actual milk revenue x actual share and protection factor.</p> <p>Does not insure against death or other loss or destruction of dairy cattle, or against any other loss or damage.</p>	<p>If the actual gross margin is less than the expected gross margin (minus the deductible) for the insurance period, an indemnity may be payable.</p> <p>Does not insure against death or other loss or destruction of cattle, unexpected increases in feed use, anticipated/multi-year increases in feed costs, or any other loss or damage.</p>	<p>If the actual gross margin is less than the expected gross margin (minus the deductible) for the insurance period, an indemnity may be payable.</p> <p>Does not insure against death or other loss or destruction of dairy cattle, unexpected decreases in milk production or increases in feed use, anticipated/multi-year declines in milk prices or increases in feed costs, or any other loss or damage.</p>	<p>If the actual gross margin is less than the expected gross margin (minus the deductible) for the insurance period, an indemnity may be payable.</p> <p>Does not insure against death or other loss or destruction of swine or any other related loss or damage.</p>	<p>Actual ending value is less than the coverage price for the insurance period.</p>
Loss Adjustment Procedure?	<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department reviews the returned supporting documentation and completed Milk Production Worksheet, and verifies indemnity amount due (may be reduced if milk sales less than 85% of declared milk production). 	<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department reviews the returned supporting documentation and completed Marketings Report, and verifies indemnity amount due (may be reduced if total actual marketings are less than 75% of total target marketings for the insurance period). 	<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department reviews the returned supporting documentation and completed Marketings Report, and verifies indemnity amount due (may be reduced if total actual marketings are less than 85% of cumulative target marketings on a monthly basis). 	<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department reviews the returned supporting documentation and completed Marketings Report, and verifies indemnity amount due (may be reduced if total actual marketings are less than 75% of total target marketings for the insurance period). 	<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department review returned supporting documentation and NOPL and verify indemnity due.
Cancellation Date Termination Date <small>[always verify dates using the applicable crop year actuarial documents]</small>	<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: December 31 of the year following the cancellation date.</p>	<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: June 30 of the year following the cancellation date.</p>	<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: June 30 of the year following the cancellation date.</p>	<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: June 30 of the year following the cancellation date.</p>	<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: August 31 of the year following the cancellation date.</p>

PARISON

LRP-Feeder Cattle	LRP-Swine	YP (for WCRP)	RP (for WCRP)	RP HPE (for WCRP)
81	81	01	02	03
No	No	No	No	No
Billed after SCE ends.	Billed after SCE ends.	Billed after end of insurance for the crop year.		
<ul style="list-style-type: none"> - If the actual ending value is less than the coverage price for the insurance period, AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return the signed NOPL form within 60 days of the date the NOPL is provided. - Documents proving ownership, providing sales records, and attestations as specified in the LRP BP are due from insured with the NOPL. - AIP will indemnify within 30 days of receiving the completed NOPL with acceptable supporting documentation. 	<ul style="list-style-type: none"> - If the actual ending value is less than the coverage price for the insurance period, AIP sends a Notice of Probable Loss (NOPL) to the insured with a deadline to return the signed NOPL form within 60 days of the date the NOPL is provided. - Documents proving ownership, providing sales records, and attestations as specified in the LRP BP are due from insured with the NOPL. - AIP will indemnify within 30 days of receiving the completed NOPL with acceptable supporting documentation. 	Required from insured.	Required from insured.	Required from insured.
Actual ending value is less than the coverage price for the insurance period.	Actual ending value is less than the coverage price for the insurance period.	<p><i>[by unit]</i> Production to count x projected price is less than the yield protection guarantee x number of weaned calves.</p> <p><i>[guarantee - value of production to count = indemnity]</i></p>	<p><i>[by unit]</i> Production to count x harvest price is less than the revenue protection guarantee x number of weaned calves.</p> <p><i>[guarantee - value of production to count = indemnity]</i></p>	<p><i>[by unit]</i> Production to count x harvest price is less than the revenue protection guarantee x number of weaned calves.</p> <p><i>[guarantee - value of production to count = indemnity]</i></p>
<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department review returned supporting documentation and NOPL and verify indemnity due. 	<ul style="list-style-type: none"> - No required on-farm visit or on-site adjustment process. - Underwriting or claims department review returned supporting documentation and NOPL and verify indemnity due. 	Yes. Loss adjustment will include records of calf weights at weaning, site visits by adjuster.	Yes. Loss adjustment will include records of calf weights at weaning, site visits by adjuster.	Yes. Loss adjustment will include records of calf weights at weaning, site visits by adjuster.
<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: August 31 of the year following the cancellation date.</p>	<p>C: June 30 at the end of the crop year. Cannot cancel during a crop year.</p> <p>T: August 31 of the year following the cancellation date.</p>	<p>C: January 31 (same date as sales closing date).</p> <p>T: March 31 of the year following the cancellation date.</p>	<p>C: January 31 (same date as sales closing date).</p> <p>T: March 31 of the year following the cancellation date.</p>	<p>C: January 31 (same date as sales closing date).</p> <p>T: March 31 of the year following the cancellation date.</p>

ranchers. We know that America's farmers and ranchers are facing increased risks – such as the challenges posed by our changing climate – and we are actively working to ensure that Congress understands crop insurance remains the front-line of defense to keep family farmers growing.

Crop insurance is also about family farming legacies and economic security for rural communities. To tell these stories, we've captured nearly 40 new videos this year of farmers, ranchers, crop insurance agents, and adjusters in California, Virginia, Delaware, Maryland, and Kansas. The overwhelming message has been the same coast-to-coast: "Do No Harm" to crop insurance.

It should come as no surprise, but we take every opportunity we can to make sure these farmer and crop insurer voices are heard. I encourage you to follow Crop Insurance In America/NCIS on Facebook, Instagram, Twitter/X, and LinkedIn to follow along on our trips to the field. We will have more new stories to share in the coming year. Importantly, please share these videos and our other content with your audiences.

Perseverance: Continuing to Respond to Unfounded Criticisms

The Government Accountability Office (GAO) recently released a report that included several policy recommendations that in the long run would result in reduced participation in crop insurance, diminish the financial soundness of the current program, and reduce the effectiveness of the private-sector delivery system.

It should come as no surprise, but we take every opportunity we can to make sure these farmer and crop insurer voices are heard.

We promptly worked with the American Association of Crop Insurers and the Crop Insurance and Reinsurance Bureau to clarify the facts:

- Since 2011 the crop insurance industry has worked with USDA to implement both the 2014 and 2018 Farm Bills and increase the availability of crop insurance products nationwide, including new policies for specialty crops and livestock. Activist critics will try to claim that the workload of the industry has not increased in that time, but it is undeniable that the workload has, in fact, increased to meet the risk management needs of America's farmers and ranchers.
- The report further incorrectly conflated the Standard Reinsurance Agreement's target return metric with GAO's estimated return measure. The two measures are not directly comparable. Thus, GAO is making an apples to oranges comparison which does not accurately portray the risk borne by the private sector in delivery of the crop insurance program.

It is unfortunate that GAO focused solely on the "cost" side of the equation and missed the opportunity to address the value proposition that is the modern-day crop insurance program and the number one priority of major farm and commodity groups in the upcoming Farm Bill.

"One foot in front of the other..."

Where do we go from here? It's one foot in front of the other. We are going to lean on our *purpose* to guide our work, be *patient* and consistent in delivering our message, and push back against our critics with *perseverance*. We will keep moving forward because we understand the immense privilege and responsibility we have been handed in serving America's farmers and ranchers.

How can you help? Continue to be engaged and share our messaging through our social media channels and with your teams. Reach out at any point if we can assist you, as we are always here to serve as a resource. We also look forward to seeing many of you in Scottsdale,

February 4-7, 2024, for the Crop Insurance Industry Annual Convention.

In This Issue

Dr. Laurence Crane writes about some of the most recent activities and grant projects he has participated in or conducted on behalf of the NCIS membership. Grant projects focus on providing risk management education to limited resource farmers to introduce them to the five areas of risk and how understanding their risks can help them determine ways to mitigate them and be successful in their farming operations. Laurence also presents crop insurance information at various meetings sponsored by Community Based Organizations and/or 1890 Land Grant Universities, answering questions about products and encouraging farmers to contact a local crop insurance agent to learn more.

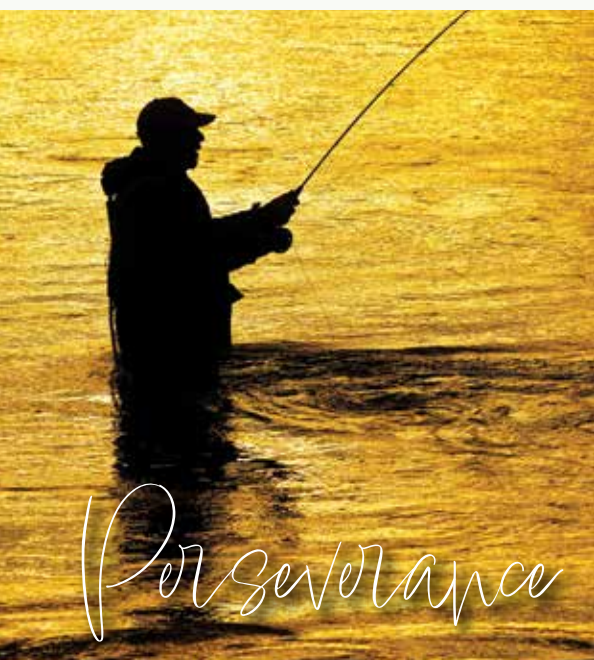
We introduce you to the farmers we met earlier this year in the Delmarva Peninsula beginning on page 5. These farmers find crop insurance so critical to their operations and their stories can be found on the Crop Insurance in America website and our YouTube page.

On page 22 we introduce you to the latest recipients of the NCIS 1890 Scholarship program. These students are among the best and brightest in the country and they represent the next generation of agriculture, whether they are majoring in ag business, food science, or veterinary medicine. We are proud to help fund a portion of their education and look forward to hearing of their successes in the future.

And finally, the NCIS Training Department has had a very busy year but still found time to host two webinars on new products for company trainers and underwriters. These webinars were key to ensuring that the information about the products was provided quickly and thoroughly so companies could turn around and train their agents.

We hope you have a wonderful holiday season with family and friends. And that, as you gather around your table for dinners and meals shared with loved ones, you are reminded once again of the reason we remain so committed to our work to protect and strengthen crop insurance: it helps keep America growing. See you in 2024!

AUTHOR'S NOTE: I would like to express my sincere appreciation to both Elizabeth Fusick, IRI, and Laurie Langstraat, NCIS, for their help in preparation of this article.





Is Your Crop Insurance Provider American-owned?

The 5 largest “Approved Insurance Providers” writing Federal Crop and Livestock Insurance in the United States represent 75% of the premium written.

Great American Insurance Group is the only American-owned AIP in the top 5 today. We wrote our first crop policy in 1915 and believe you deserve the same “peace of mind” today as we promised then.



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