



SPRING NEWS

Important Things You Need to Know

2010 Quotes – Your quotes will be mailed soon. Keep in mind they are estimates only. If you want the quote to be more accurate, you need to call us the second week of March to request to have your quote reprinted. At that time the CRC base price has been set and the quotes should be pretty accurate. Sometimes RMA comes out with an additional price election for APH coverage or changes to volatility factors on CRC coverage at the last minute that can affect your premium.

Enterprise units – This type of unit structure can be used to save premium. Please be aware though that it combines all farms in the county for the crop under one unit including I and NI acreage. **The eligibility requirements have changed for this unit structure for 2010. If you have this unit structure on your policy, we will be contacting you soon to review the changes with you.**

Added Land – If you are adding land to your operation this year, we will need to know how much total cropland is on the new farm. You can get this information from your 578 form or the FSA office.

Prevented Planting – If you cannot plant all or any of your crop, call us as soon as possible so we can file a claim for you. These claims need to be filed by the final plant date. You are responsible for reporting the claim. They will not be automatically filed for you.

Replants – **CALL US BEFORE YOU REPLANT!** We cannot guarantee you will have coverage if you don't. According to your policy, the company has a right to inspect the damage before replant if they so desire. Whatever you do, don't destroy or work up any ground to be replanted until you talk to an adjuster.

Claims – **REPORT CLAIMS EARLY.** Don't wait to report claims. Your policy requires you to report within 72 hours of when you first notice damage, within 15 days of harvest or the end of the insurance period, whichever comes 1st. RMA is getting stricter about enforcing these rules each year. Don't have your claim denied for being too late. Remember **YOU ARE RESPONSIBLE FOR REPORTING A CLAIM.** We do not file claims automatically for you. You must call us and request that a claim be filed.

Never destroy acreage – Don't ever destroy any planted acres without calling us first. An adjuster will need to appraise and release the acreage before it is destroyed if you wish to be paid a claim for it. Also don't work up any ground to replant before you talk to an adjuster. They need to be able to see where the crop did not come up.

Marital Status/Entity Changes – Changes must be reported prior to sales closing which is 03/15 on most spring crops. Severe penalties will be applied at claim time if this information is incorrect. The name and SSN/EIN on your policy should be the same as you report at FSA and also on your income taxes. Your grain must also be sold under the same name as on your policy. Any questions, call us.

Records – You are required to keep production records at least three years prior to the current crop year. Any claims over \$100,000 will require having the previous three years production audited before payment.

Hail policies – Protect your wheat this year with a hail policy. These policies also cover damage from fire and they are very affordable. Fire is not covered under a multi peril or CRC policy unless it is by a natural cause such as lightning. Call for more information.



Accuracy – Your acreage is the most important information you will report all year. If you bring a 578 form to report your acreage, **it must be dated by the 07/15/10 acreage reporting date. Also you need to review it carefully and verify that it is correct.** Review all forms you receive from us and the insurance company for accuracy also.

SURE disaster payment requirements – Remember the 2008 Farm Bill requires all crops to be insured to qualify for disaster payments. Talk to your local FSA office about details on the SURE disaster program and call MAFC for all of your crop insurance needs.

Don't take anything for granted – If you have a question, please pick up the phone and call us. We are usually in the office between the hours of 8:00 a.m. and 4:30 p.m. Monday through Friday. It's always better to find out for sure than to just think you know the answer when it comes to your crop insurance.

Crop Insurance Facts

The following is provided to each of our insureds to be used as an information tool. Updates will be supplied periodically as needed. Of course, if you have any questions, please feel free to call us at 800.573.3028 or check out the Web at farmcreditcropinsurance.com.

Who to contact

Kathi Levan, or Teresa Gleockler, Agents at MidAtlantic Farm Credit, Denton, MD.

578 Forms & Acreage Reporting

It's best for you to use the report sheet we send you to report your acreage. As you take the information from your 578 form, it gives you a chance to review it for accuracy. If you bring in a 578 form to report your acreage it must be dated by the acreage report date. You are responsible for the accuracy of the information on these forms. **CHECK ALL INFORMATION CAREFULLY** before submitting for your acreage report. Make sure all info is correct such as crop, acres planted, share, practice, plant date, etc. Get a copy of the 578 and your maps and hold onto them in case you have a claim. We will be glad to keep them here in your file for you so they don't get misplaced if you like.

Acreage reporting

You must submit an acreage report each year for the crops you have insured. If no acreage is planted, a '0' acreage report must still be filed. These reports must contain the amount of acres, plant date, share and practice for each farm # in the county. All acreage for that county must be reported. This includes but is

not limited to prevented or late planted acres, cover crop acreage, etc. Remember, accuracy is important, it must be within 10% to avoid a penalty.

Production reporting

Production must be reported for all farms on which you have reported acreage. Separate this information by farm# and practice (I or NI). Remember production must be reported in dry bushels. If no production is reported, the insurance company will impose a yield equal to 75% of your previous crop year APH.

Claims

Please report any possible claim to your agent as soon as you feel there may have been a loss. Possible losses should also be reported. Remember, do not destroy any acreage until you have spoken to your agent. You may need to leave strips for an adjuster to look at. If any premium is due at the time a claim payment is to be made, that premium will be deducted from the claim payment.

Records, Records, Records

Yield records continue to be very important. Any excessively high yields will be questioned and you will need to be sure you have your records to back it up. (See section 21 of the basic provisions).

For any production that is showing on your 5030 reporting form, you are safest if you keep the records to back it up in case you get into a situation where you have to prove your history. It's a lot smoother sailing if the records are available and you will be much happier with the outcome.

Important Dates

Sales Closing Date

February 15 - for peas

March 15 - 2010 Spring Crops

All changes to coverage levels, cancellations, adding or deleting crops, counties or policy options must be done and signed for.

Acreage Due 07/15/10

Acreage and plant dates must be in our office by Thursday, July 15 at the latest. We can revise it if necessary for acres planted during the late plant period.

Final Plant Dates 2010

Corn - Cecil & Harford Co. 06/10/10 (no earlier than 04/11/10) Eastern Shore Counties and Delaware 05/31/10 (no earlier than 04/01/10)

Soybeans - Harford Co. 06/20/10 (no earlier than 04/21/10) Cecil, Eastern Shore, and

Delaware - 07/05/10 (no earlier than 04/15/10)

Processing Sweet Corn - 6/30/10

Green Peas - 05/05/10

Limas - 07/10/10

Snapbeans - 08/10/10

Grain Sorghum - 06/20/10 (no earlier than 04/21/10)

Fresh Mkt. Tomatoes - 05/10/10

Contact Information

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Phone 410.479.2323 or 800.573.3028

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MidAtlantic Farm Credit

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Thanks for choosing MidAtlantic Farm Credit for your crop insurance needs. Remember to tell your friends about us.

This institution is an equal opportunity provider and employer.