

CROP INSURANCE

NEWSLETTER



Spring 2019

WHAT YOU NEED TO KNOW

2019 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 after March 1 to request to have your quote reprinted. At that time the price has been set and the quotes will be more accurate.

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 first. 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.

ACCURACY

Review all forms ASAP when you get them in the mail. It is much easier to correct an error early than later when you may be in a claim situation.

ACRES LEFT FOR WILDLIFE

If you leave any acreage for wildlife that was originally reported for harvest, you must notify us so we can have an adjuster verify the acreage left standing. We can no longer just correct the acreage when reporting production. If you can, report these acres as wildlife food plots on your 578 form. Then we can just report them as uninsurable and you will not be charged any premium.

NEVER DESTROY ACREAGE

Don't ever destroy or put to another use than was originally intended any acreage without notifying us first. **This includes silage acreage.** An adjuster will need to appraise and release the acreage before it is destroyed if you wish to be paid a claim for it and for production purposes. 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.

POLICYHOLDER SERVICES

Did you know that you can set up a policyholder services account where you can have 24-7 access to your policies to e-sign documents, make on-line payments, track production, print maps and more? Call us for more information.

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 to the FSA and also on your income tax returns. Your grain must also be sold under the same name as on your policy. Any questions, call us.

NEW FOR 2019!



Production Reporting Changes:

RMA now requires all producers to report the type of production records they used to establish their amount of production. Make sure you are recording the type on your production report. See additional information sheet enclosed. Don't risk severe penalties by reporting inaccurate figures and make sure you are reporting dry bushels. Your reported production must be within 5% of what the records support.

HAIL POLICIES

Protect your wheat, barley, vegetables and tobacco 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 policy unless it is by a natural cause such as lightning. Policies are also available for other crops. Call for more information.

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.



DAIRY REVENUE PROTECTION

This policy is now available. Call us for a quote.



FARM CREDIT

farmcreditcropinsurance.com



CHECK OUT THESE GREAT OPTIONS!

- ✓ **Trend adjusted option (TA)** - can be used to modify a farmer's actual production history (APH) yield upward. This adjustment better reflects increases in yield experienced by farmers using certain farming practices. A farmer's APH is based on between 4 and 10 years of yield data. In calculating an APH, producers with long yield histories can be penalized because their older yields lag behind their more recent ones. In this situation, producers with less yield history can actually have higher average yields. The TA factor was designed to overcome this problem. It adjusts eligible yields, in qualifying APH databases, to reflect long-term increases in county historical yields.
- ✓ **Yield Exclusion (YE)** - RMA has identified, in the actuarial documents, eligible crop years in which producers may elect to exclude actual yields from their actual production history. Crop years are eligible when the average per planted acreage yield for the county was at least 50 percent below the simple average for the previous 10 consecutive crop years.
- ✓ **Supplemental Coverage Option (SCO)** - This is a crop insurance option that provides additional coverage for a portion of your underlying crop insurance policy deductible. You must buy it as an endorsement to the Yield Protection, Revenue Protection, or Revenue Protection with the Harvest Price Exclusion policy or to the Actual Production History policy for crops that do not have revenue protection available. The Federal Government pays 65 percent of the premium cost for SCO.

Call your agent for more information and a quote on these valuable tools.

Need more information or have a question?

If you have any questions,
please contact your agent at **888.339.3334**
or online at farmcreditcropinsurance.com

Please refer to the USDA Risk Management Agency website for
all the dates that apply to your county & crops:

<http://webapp.rma.usda.gov/apps/ActuarialInformationBrowser/Default.aspx>



Important Dates

Sales Closings

02/15 – green peas

03/15 – corn, soybeans, other spring crops,
whole farm revenue protection

05/01 – nursery

Acreage Reporting Due

07/15 – spring crops

Crop Premiums Due

07/01 – wheat & barley

08/15 – corn, soybeans, apples, peaches,
other spring crops

Spring Production Deadline

04/29

Office Closings

02/18 – President's Day

05/27 – Memorial Day

07/04 – Independence Day



Who to Call –
888.339.3334

Delmarva

Kelly Bailey,
Nicole Brown or
Emily Walbert

Pennsylvania

Nicole Brown

WV & Mid MD

Jason Wisecarver

Virginia

Beth Pancione

ATTENTION PRODUCERS

NEW FOR 2019



PRODUCTION REPORTING AND ASSIGNED YIELDS

These are RMA requirements, not your insurance company so all crop insurance providers are affected by this change.

If your production is reviewed by the AIP and the correct amounts that are determined by the reviewer are different than what you certified on your production report, you could be penalized. You need to make sure that what you are reporting on your production paperwork is accurate and that the bushels have been adjusted for moisture, test weight, quality, etc. when your acceptable records provide such information.

If your production amounts that are determined as the result of a claim review or other production review are within 5% of the documented amount according to your yield records such as settlement sheets, pick records, on farm storage records, etc., there will be no penalty applied. If they are outside of the 5% tolerance, assigned yields will be applied for all yields lines for the affected year and optional unit structure will be collapsed. This could greatly affect any indemnity amount, so please make sure your information you are reporting is correct. Any previous indemnity payments that change as a result of a review will also be adjusted so you could end up having to pay money back.

Assigned Yields are 75% of the prior years approved APH yield.

REPORTING TYPE OF PRODUCTION - NEW FOR 2019

Producers will now be required to report the type of production records used to establish their yields when reporting production. A list of types will be provided with your production report form. You simply enter the letter which corresponds to the type on your production report sheet. (see list of production types on back of this sheet)

You are not required to provide your production evidence at reporting time but you can if you like and we will store a copy of it in your electronic file. You are required to keep this production evidence and have it available for three years in case of a review. We recommend keeping your records for a minimum of the three years prior to the current crop year.

So, in a nutshell:

Make sure the production you report is accurate and you have the necessary records to back it up!

Call your agent with any questions.



Record Types

- A. Harvested Production: Sold/Commercial storage
- B. Harvested Production: Farm Stored/Measured by Insured
- C. Harvested Production: Pick/Daily Sales Records
- D. Harvested Production: Automated Yield Monitoring System
- E. Harvested Production: Farm Stored/Measured by Authorized Representative
- F. Harvested Production: Livestock Feeding Records
- G. Harvested Production: Field Harvest Records
- H. Harvested Production: Other
- I. Unharvested and Destroyed (ARPI only)
- J. Unharvested and put to another use
- K. Unharvested and production appraised by AIP (ARPI only)
- L. Unreported Production (ARPI only)
- M. Claim for Indemnity
- N. Appraisal (non-loss)
- O. UUF or Third Party Damage
- Z. Zero planted acres



FARM CREDIT
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