

May 2010

If you have any questions or problems with Crop Watch, please contact Underwriting at 800-662-5142 ext 6920.



Inside this issue:	
2010 Crop Hail News	1
Acreage Report Reminders	2
Early Season Claims	2
Prevented Planting Requirements	2
MPCI Replant Claims	2
Nursery Information	3
Added Land	3
Organic Acreage	3
Insurable Acreage	4
2010 Agent Incentive Leaders	4

"CROP WATCH is published by American Farm Bureau Insurance Services, Inc. and is intended for informational purposes only. Nothing contained herein can or should be interpreted to take precedence over policy language, Federal Crop Insurance Corporation/Risk Management Agency regulation, and Underwriting or Loss Adjustment rules."

2010 Crop Hail News

Don't wait until it's too late.



FRO will be closed Monday May 31st in observance of Memorial Day.

Indiana/Minnesota/North Dakota/ South Dakota

There are new 2010 rates. Rewrites have been mailed to all agents as well as Hail Rate Manuals and padded application forms. On-line entry of apps is encouraged.

Colorado/Michigan/Montana/Missouri/ Wyoming

Rates remain the same from 2009 and are available on the Premium Estimator. Rewrites have been mailed to all agents as well as Hail Rate Manuals and padded application forms.

Crop Hail Web Submissions

Cash premium for web applications must be in our office within 10 business days or the billing plan will be changed to deferred.

Reporting Bound Crop Hail Applications

It is the agent's responsibility to transmit all written bound applications **each day**. If the application is not mailed to FRO the same day it is written and signed by the insured it must be entered on-line or faxed to 701/476-6944.

If the application is completed on-line or faxed, there is no need to mail the original application unless cash is attached. (If the faxed application is illegible, we will contact you.)

Tips for New Crop Hail Applications

1. Have all information available to help the applicant before they arrive at your office.
2. Please call underwriting before the applicant arrives at your office to address any questions you may have.
3. Review Crop Hail Manual for any changes for the 2010 crop year.
4. Check rates and form codes available for the crops the applicant wishes to insure.
5. Applications must be signed, dated and time recorded by agents before the applicant leaves the office.
6. Please be sure checks are filled out correctly.

Calculating Premium

The premium for each line item on Crop Hail Applications is rounded to the nearest whole dollar.

Please note your state's minimum premium and submit premium amount accordingly.

Acreage Report Reminders

We ask that agents review their Acreage Reports for accuracy before sending them in. The following is a list of the most commonly missed items.

- 1 Verify all legals and/or FSN's are printed correctly. If a correction needs to be made, please correct and label as such. If it is not labeled, we will enter the FSN/legal as a new database.
- 2 Both the Agent and Insured must sign and date the report by the appropriate deadline. An Acreage Report will not be accepted without both signatures.
- 3 Verify all plant dates are listed.
- 4 Verify the insured's percent interest and, if applicable, any shareholder(s) name(s).
- 5 Total all the acres and enter the totals on the Coverage Summary page.
- 6 All acres must be reported by legal location (except GRP/GRIP policies).
- 7 If an FSN is reconstituted and results in farms being combined or divided, the date the reconstitution took place needs to be written on the acreage report. If the recon date is after the Production Reporting Date, then the combining and dividing of the APH will not take place until next year. Underwriters will not be following up for this information.
- 8 All Acreage Reports are due either in the Fargo Regional Office or submitted on-line 10 calendar days after the Acreage Reporting Deadline.
- 9 Simple Average now defaults to a box checked "Yes."

CLAIMS



Early Season Claims

If an insured submits a notice of claim prior to completion of the acreage report, it is imperative that the acreage report is completed as soon as the planting is completed. Crop Adjusters can inspect crop damage at any time after planting, but the claim cannot be finalized until the Proof of Loss form is generated from the information contained in the timely filed acreage report.

Prior to completing the acreage report, we would encourage the insured to certify acreage and shares at the FSA office. They should ask for the FSA form 578 which will assist in accurately insuring all acres and the correct share when completing the AFBIS, Inc. Acreage Report.

Prevented Planting Requirement

The prevented planting crop, unit number, legal description and acreage must be identified on the Notice of Claim. Please remember the PP acreage **MUST** be listed on the acreage report. The Claim Notice is **NOT** a substitute for reporting PP acreage on the acreage report.

MPCI Replant Claims

For crop policies with a replant provision, please remember:

1. The insured must file the claim before he replants.
2. A "replant" means replanting the same crop.
3. The replant must be at least 20 acres or 20% of the acres in the unit.
4. An adjuster must be able to inspect the original planting.

There is **NO REPLANT PAYMENT** on CAT, GRP, or GRIP policies.

NURSERY

Nursery Information - Nursery crop insurance is available in all counties and in all states provided certain criteria are met. Insurance coverage will apply to all field-grown & containerized nursery plants in the county that are: shown on the Eligible Plant List, meet all requirements for insurability and are grown in an appropriate medium using acceptable production practices.

Important Dates

- May 1, 2010 - Sales Closing Date for 2011 crop year
- May 31, 2010 - End of insurance for 2010 crop year
- June 1, 2010 - 2011 insurance year begins

Carryover Insured Responsibilities

- A Plant Inventory Value Report (PIVR).
- **Two** copies of the most recent wholesale catalog or price list.
- If required documentation is not provided on or before May 1, 2010, insurance will not attach until 30 days after all such documents have been received. American Farm Bureau will not be liable for any losses that occur before insurance has attached.



Added Land

The limitations are 640 acres and maximum 2000 acres. Acreage that exceeds 640 but is less than 2000 acres is sent to RMA for review.

Items needed for a review:

- Producer's written request form
- Previous crop year's APH
- Aerial Photos
- 578's or 156-EZ's

Deadline: Production Reporting Date or Acreage Reporting Date. Early submission is suggested.

Note: All acreage added over 2000 acres will receive a variable T-yield.



New Insured Responsibilities

- A completed Application
- A Plant Inventory Value Report (PIVR) for each insured type within a practice.
- **Two** copies of the most recent wholesale catalog or price list.
- Coverage will not attach until 30 days after **all required information** is received. An inspection will then be performed to determine eligibility.

Do you have Organic Acreage?

On the date the acreage is reported, the insured must have an organic plan AND written certification (certificate) in effect from a certifying agency that shows the name of the person certified, effective date of certification, certification number, types of commodities certified, and the name and address of the certifying agency. The organic plan is a written plan, in accordance with the National Organic Program published in 7 CFR part 205, that describes the organic farming practices that the insured and a certifying agent agree upon annually or at such other times as prescribed by the certifying agent. The organic plan will identify which acreage is certified organic, transitional, or buffer zone. The organic plans we have seen include field numbers, crops, and acreage totals.

Insurable Acreage – All States

Insurable Acreage is acreage planted to the insured crop in which you have a share EXCEPT acreage:

(1) That has not been planted and harvested or insured (including insured acreage that was prevented from being planted) in at least one of the three previous crop years unless you can show that:

- (i) Such acreage was not planted:
 - a. In at least two of the previous three crop years to comply with any other USDA program;
 - b. Because of crop rotation (e.g., corn, soybeans, alfalfa; and the alfalfa remained for four years before the acreage was planted to corn again); or
 - c. Because a perennial tree, vine, or bush crop was grown on the acreage;
- (ii) The Crop Provisions or a written agreement specifically allow insurance for such acreage; or
- (iii) Such acreage constitutes five percent or less of the insured planted acreage in the unit



2010 Agent Incentive Leaders as of 05/01/10

State	Agent	Acres	Level
CO	Linda Hayes	2,931	1
ID	Brooks West	4,369	1
ID	Ron Baune	495	3
IN	Mark Mackillop	3,605	1
IN	Kyle Groninger	1,143	2
WY	Keenan Brown	1,195	1

Requirements

Net acre growth

MP and CH added together

Not CAT policies

Premium paid by 12/31/10

Only personally generated policies will qualify



WHISTLEBLOWER PHONE NUMBER

The toll-free number for the Inspector General's Hotline is 800-424-9121. ☎