

APRIL CROP WATCH

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INSIDE THIS ISSUE

Guidelines for Separating NFAC & FAC Soybeans	1
Claims Deadlines	2
Production Reporting Reminders	2
Nursery	2
Crop Hail Reminders	3

AFBIS Information

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Production Reporting Reminder– Production and Yield Reports for all applicable crops are due 45 days after the Sales Closing Deadline, but can be collected and submitted with the Application or Change Form. Production and/or yields must be reported for all farms with planted acreage in the 2008 crop year.

Production Reporting Deadlines

- All states with a 2/28 Sales Closing Date, the Production Reporting Deadline is 4/14/10
- All states with a 3/15 Sales Closing Date, the Production Reporting Deadline is 4/29/10

Guidelines for Separating Soybean Databases into FAC & NFAC for Arkansas, Kentucky, & Tennessee

New Soybean Databases must divide existing irrigated & non-irrigated databases into Following Another Crop (FAC) & Not Following Another Crop (NFAC)

- FAC-I & NFAC-I
- FAC-NI & NFAC-NI

There are 3 ways to divide the databases:

1. Recertify– which is the best way
2. Apportion
3. Attribute

When dividing prior years, you may not mix methods in a crop year:

1. Work from the most recent year back
2. Start with recertifying if possible, then apportioning, then attributing

Recertify– You may recertify the crop year if the insured can split out the production, acres, & assigned or actual yields for the FAC & NFAC acres

Apportion– Used when you can certify the acres but not the production for the crop year. As an agent, you may provide us the total commingled production along with the FAC & NFAC acres. An underwriter will apportion the production for the insured.

Attribute– If the acres cannot be determined for FAC & NFAC then we will attribute the prior year's history to the practice that has the higher T-Yield



CLAIMS DEADLINES

<u>Final Date to Report a Claim</u>	<u>Crops</u>	<u>States</u>
4/15/10	Pasture, Rangeland, & Forage	NC, OK, & VA
4/30/10	Fire Cured Tobacco	KY & TN

New Producer– A new producer is identified as a person who has not been actively engaged in farming for a share of the production of the insured crop in the county for two APH crop years. Formation or dissolution of an entity which includes individuals with two or more APH crop years of production history during the base period does not qualify the new entity as a new producer for the APH yield determination purposes. New producers who have produced the insured crop for 1 or 2 years, regardless of year produced are required to provide production reports on or before the Production Reporting Deadline for the crop/county. However, if the insured has selected the “insure all counties” option on the policy, and adds a county at acreage reporting, new producer status can be requested at that time. A variable of the county yield will be assigned for producers who do not qualify for

PRODUCTION REPORTING TIPS

1. Double check that all farms with planted acreage in 2009 have production reported
2. When adding a new farm, please list the farm serial number or legal location, any production history, or indicate “added land” if applicable, and make notation that the insured would like the simple average for the added land.
3. Production divided by acres equals the yield. Please check all calculations.
4. The insured must sign and date the form.
5. If the insured is adding a crop he or she has not farmed in that county for more than two years, please check the **new producer** box.
5. Please submit 2009 production for transfer policies. Often, we do not receive the most recent crop year production from a transfer company, even if this information has been submitted.
6. Past years production can be reported, or corrected, as long as years are submitted consecutively.

new producer status. There are situations in which the Risk Management Agency (RMA) yield determination may be requested. Contact underwriting for further details

Agent Incentive Leaders

<u>State</u>	<u>Agent</u>	<u>Acres</u>	<u>Level</u>
OK	Alton Weathers	5,557	1
OK	Rex Kraft	5,408	2
OK	Kristin Regier	3,337	3

Requirements:

- Net acre growth
- MP & CH together
- No CAT policies
- Premium paid 12/1/10



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 2011 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.

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 insurability.

CROP HAIL NEWS



APPLICATIONS

All applications prior to crop year 2009 need to be thrown away. Not only have the underwriting questions changed for the 2007 crop year and are required for new applications, but there is a new format and new information on the 2009 version of the Crop Hail Applications.

To Print New Applications:

- Go to our website, www.afbisinc.com
- Login
- Click on E-Commerce Forms
- Reinsurance year is 2010
- Line of Insurance is Crop Hail
- Choose your applicable state
- Select the correct company
- Choose Application Related Forms
- Click on Crop Hail Application and Print

Please note for **Rewrites**, we would appreciate it if agents would use the forms we send instead of writing rewrites on blank applications. If you do use a blank application, please write the policy number on the application. Receiving **new** applications for existing policies greatly slows processing.

When submitting cash policies online...

All Cash policies submitted over the internet must have payment to the Raleigh Regional Office within 10 days of submission. These policies cannot be processed until payment is received.

If we have not received payment within the 10 days allowed, the policy will be changed to deferred and the cash discount will no longer apply.

Calculating Premium

The premium for each line item on Crop Hail Applications should be calculated by rounding to the nearest whole dollar.

Examples:

- Premium for line #1 is \$202.23= premium calculated is \$202.00
- Premium for line #2 is \$101.50= premium calculated is \$102.00

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

TIPS FOR NEW CROP HAIL APPLICATIONS

1. Have all the information available to help the applicant before they come into your office.
2. Check rates and form codes available for the crops that the applicant wishes to insure.
3. Please call underwriting before the applicant comes into your office to address any questions you have about writing the new application.
4. Applications must be signed, dated and time recorded by agents before the applicant leaves the office.
5. Review Crop Hail Manual for any changes for the 2010 crop year.
6. Please sure checks are filled out correctly, including the following:
 - The dollar amount needs to match the written amount.
 - The check should be made out to American Farm Bureau
 - The check must be signed