

DECEMBER CROP WATCH

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AFBIS Information

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Underwriting Phone: 1-888-248-3588	Claims Phone: 1-800-965-5766
Fax: 919-783-3520	Office Hours: 8:15am-4:30pm Eastern Time Zone

The Raleigh Regional Office will be closed on Thursday, December 24th and Friday, December 25th in observance of the Christmas Holiday. We will reopen on Monday, December 28th.



2010 remaining training

North Carolina

- December 8th– Raleigh, basic (8am-5pm)
- December 9th– Raleigh, update (8am-12pm)
- December 15th– Greenville, update (8am-12pm)
- December 15th– Greenville, update (1pm-5pm)
- December 15th– Hickory, update (8am-12pm)

Virginia

- January 5th– Richmond, basic (8am-5pm)
- January 6th– Richmond, update (8am-12pm)
- January 7th– Marion, update (8am-12pm)

Oklahoma

- December 17th– Oklahoma City, update (8:30am-12:30pm)

CLAIMS DEADLINES

<u>Final Date to Report a Claim</u>	<u>Crops</u>	<u>States</u>
12/05/09	Grapes	VA
12/15/09	Flue Cured Tobacco	NC & VA
12/15/09	Peanuts	NC & VA
12/15/09	Sunflowers	NC
12/25/09	Corn	AR/KY/NC/OK/TN/VA
12/25/09	Grain Sorghum	AR/KY/NC/OK/TN/VA
12/25/09	Soybean	AR/KY/NC/OK/TN/VA
01/15/10	Cotton	AR/NC/TN/VA
1/15/10	Peanuts	OK

Double Cropping Guidelines

The 2005 Crop Insurance Basic Provisions state in section 15:

Production Included in Determining an Indemnity and Payment Reductions.

(e) With respect to acreage where you have suffered an insurable loss to planted acreage of your first crop in the crop year, except in the case of double cropping described in section 15(h) which states (h) You may receive a full indemnity, or a full prevented planting payment for a first insured crop when a second crop is planted on the same acreage in the same crop year, regardless of whether or not the second crop is insured or sustains an insurable loss, if each of the following conditions are met:

- (1) It is a practice that is generally recognized by agricultural experts or the organic agricultural industry for the area to plant two or more crops for harvest in the same crop year;
- (2) The second or more crops are customarily planted after the first insured crop for harvest on the same acreage in the same crop year in the area;
- (3) Additional coverage insurance offered under authority of the Act is available in the county on the two or more crops that are double cropped;
- (4) You provide records acceptable to us of acreage and production that show you have double cropped acreage in at least two of the last crop years in which the first insured crop was planted, or that show the applicable acreage was double cropped in at least two of the last four crop years in which the first insured crop year was grown on it; and

Acceptable double-cropping records must include, but are not limited to:

- (1) Insured's APH records (production and records)
- (2) Crop appraisals for the Federal crop insurance program (production and acres)
- (3) Production from settlement sheets (insured has identified the unit/acreage from which the production has come) or
- (4) FSA documents showing bin measurements, FSA maps, FSA-578, etc. (identifying production records).

The production records for both crops must be only from acreage that was double cropped and cannot be combined with acreage that was not double cropped.

Example– A 100 acre field was planted to wheat and 75 acres of the same field was planted to soybeans after the wheat was harvested. The 100 acre wheat field was harvested and the production from the 75 acres of wheat that was planted to soybeans was not kept separate from the 25 acres that was left idle. Therefore this acreage would not meet the criteria for double cropping eligibility.



WHSTLEBLOWER HOTLINE
The toll-free number to the Inspector
General's Hotline is:
1-800-424-9121

Agent Co-Op Advertising Guidelines

1. This program is for agents writing crop insurance in AAIC states
2. We will pay 50% of the total cost up to a maximum of \$250.00 per agent.
3. Multiple advertisements can be added together to qualify for the full payment, however, we would expect agents to compile multiple invoices into one request for reimbursement. No one will receive reimbursements in excess of the maximum.
4. A copy of the paid invoice is required to be submitted to the Regional Manager for reimbursement.
5. A copy of the advertisement is required to be submitted to the Regional Manager for reimbursement.
6. It does not have to be a paper advertisement. It can be products such as sandwiches, hats, shirts, etc.
7. The reimbursement can be for any type of third party advertising, i.e. newspapers, radio spots, &/or telephone book listings, etc. as long as they meet requirements.
8. Reimbursement will only be for Crop Hail or MPCCI. The agent MUST be certified for MPCCI for us to reimburse for MPCCI advertising. Advertising is limited to the line of business we process in the state.
9. We will not reimburse for combined advertisements with lines of business we do not process.
10. We will NOT pay for alcohol of any kind.
11. The Regional Manager will submit a copy of the paid invoice and a copy of the advertisement to the Schaumburg Corporate Office (SCO) for disbursement of the payment.
12. The Regional Manager must provide SCO with the agent name and mailing address for reimbursement.

Common Mistakes that Cost Producers Money

1. Under-reporting planted acreage per unit.
2. Over-reporting planted acreage per unit.
3. Failure to report all Legal Locations/Farm Serial Numbers planted for the insured crop.
4. Failure to report "New Producer" status.
5. Failure to indicate "Added Land" on the Acreage Report.
6. Harvesting the crop in a manner other than for which it was insured.

Acreage Report Revisions

For planted acreage– the report cannot be revised without our consent.

For prevented planted acreage– the report cannot be revised after it is initially submitted to us without consent.

For prevented planted acreage not reported on the acreage report– the report cannot be revised to add prevented planted acreage.

Contact Underwriting with any questions regarding Acreage Report revisions.



REMINDERS



RMA reminds producers that due to the Christmas holiday, the last business Friday (sales closing date) for Livestock Gross Margin (LGM) sales will be December 18th, 2009.

ATTENTION!

Agents in every state are required to keep signed documentation on all forms when information is submitted via the web. This has been agreed to when accepting web procedure.

Premium Billing

The third billing for Spring policies will be mailed on December 5th.

Agents should access the "Policy Due List" feature after logging on to the Agent Options page of the AFBIS, Inc website. This feature is updated every 24 hours.

If an insured brings a premium payment to your office, it must be mailed to the Raleigh Office. The check should be payable to AFBIS, Inc. If you have any questions regarding unpaid premium, please contact Underwriting.

Fruit Policies

All fruit policyholders are required to complete the Producer's Pre-Acceptance Worksheet. This form will be sent only to the insured. The form is due by Acreage Reporting (1/15/10). Please remind your insured's to submit this form when they come in to fill out their Acreage Reports. If you would like a copy of the Producer's Pre-Acceptance Worksheet, please contact Underwriting.



Agent Incentive Leaders

<u>State</u>	<u>Agent</u>	<u>Acres</u>	<u>Level</u>
AR	Jeffrey Parish	685	2
AR	Mike Catlett	460	3
KY	David Williams	2,149	1
KY	Kenneth Brown	1,829	2
KY	Kim White	1,636	3
NC	Michael Decker	9,696	1
NC	Amy Edwards	3,122	2
NC	Gordon McIntyre	3,099	3
OK	Jeff Baumann	10,926	1
OK	Alton Weathers	10,518	2
OK	Stacey Satterwhite	8,135	3
TN	Glenn Lee	1,060	1
TN	Chris Griffith	363	3
VA	Jason Seward	5,699	1
VA	Bryant Reese	756	2
VA	Todd Dix	670	3

Requirements:

1. **Net acre growth**
2. **Multi-Peril & Crop Hail added together**
3. **CAT policies excluded**
4. **Premium paid by 12/01/09**