



JANUARY CROP WATCH



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UPCOMING 2010 DATES & DEADLINES

Sales Closing Dates

- **January 31st**– OK: Pecans
- **February 28th**– NC & AR: Spring Crops (except Burley Tobacco), TN: Rice only
- **March 15th**– KY, OK, TN, & VA: Spring Crops, NC: Burley Tobacco, NC & VA: AGR Lite (new applications)



Production Reporting Deadlines

- **January 15th or 31st** (check county actuarial)- Apple, Peach, Blueberries, & Grapes
- **February 15th**– Potatoes
- **March 1st**– Pecans: Summary of Revenue History and Producer's Pre-Acceptance Worksheet
- **April 14th**– Crops with a Sales Closing Date of 2/28
- **April 29th**– Crops with a Sales Closing Dates of 3/15

**Production is always due 45 calendar days after the Sales Closing Date*

Acres Reporting Deadlines

- **January 15th or 31st** (check county actuarial)- Apple, Peach, Blueberries, & Grapes
- **March 1st**– Pecans
- **March 1st or 15th** (check county actuarial)- Short-Rating Deadline for OK
- **April 30th**– Potatoes

2009 AGENT INCENTIVE WINNERS

<u>State</u>	<u>Agent</u>	<u>Acres</u>	<u>Level</u>	<u>State</u>	<u>Agent</u>	<u>Acres</u>	<u>Level</u>
AR	Jeffrey Parish	685	2	TN	Glenn Lee	1,060	1
AR	Mike Catlett	460	3	TN	Chris Griffith	363	3
KY	David Williams	2,149	1	VA	Jason Seward	5,699	1
KY	Kenneth Brown	1,713	2	VA	Bryant Reese	756	2
KY	Gavin Roberts	1,274	3	VA	Todd Dix	670	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	8,093	3				

Congratulations to all the winners from the Raleigh Regional Office!!!



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 MPC. The agent MUST be certified for MPC for us to reimburse for MPC 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.



CLAIMS DEADLINES



Final Date to Report a Claim	Crops	States
1/15/10	Cotton	AR/NC/TN/VA
1/15/10	Peanuts	OK
2/15/10	Cotton	OK
2/15/10	Pecans	OK

SPRING 2010 POLICY CHANGES

Soybeans- Arkansas & Virginia

Soybeans will be separated by Type of Soybeans planted in 2010. This issue must be discussed with your insured by the Sales Closing Date (2/28 & 3/15). The Type of Soybean must be indicated on the Application/Change Form. The Types are:

- Large Seeded Food Grade
- Small Seeded Food Grade
- Low Linolenic Acid
- Low Saturated Fat
- High Proteins
- All Others (harvested as grain)

Soybeans must be divided by number of acres that are planted to each Type on separate line items on Acreage Reports.



Tobacco- All states

There are new provisions for all types of Tobacco. These new provisions change the way that Quality Adjustments will be paid, have a requirement for submission of lease agreements where share crop arrangements are involved, and other important changes. If your insured plans to continue coverage for Tobacco for 2010, a Change Form must be signed. If the Change Form is not signed, the policy will be cancelled.

Soybeans- Arkansas, Kentucky & Tennessee

The Planting Practices of Following Another Crop (FAC) & Not Following Another Crop (NFAC) must be reported separately on Acreage Reports; and, Actual Production Histories must be maintained separately also.