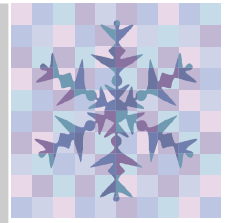


January Crop Watch



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AFBIS Information

Mailing Address: PO Box 29627 Raleigh, NC 27626	Physical Address: 5171 Glenwood Ave, Suite 310 Raleigh, NC 27612
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

2012 TRAINING

Arkansas

- No Spring Training

Kentucky

- February 15th, Louisville, make-up update (9am-1pm)

North Carolina

- January 19th, Raleigh, basic (8am-5pm)
- January 20th, Raleigh, update (8:30am-12:30pm)
- January 24th, Hickory, update (8:30am-12:30pm)
- January 24th, Greenville, update (8:30am-12:30pm)

Oklahoma

- February 1st, OK City, update (8:30am-12:30pm)

Tennessee

- January 5th, Columbia, update (9am-1pm)

Virginia

- January 11th, Richmond, update (9am-1pm)

Reminders:

- 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.
- Production must be submitted for all non-loss units. Adjusters will not be accepting these records when working the claim unless necessary (i.e. a revenue loss).

Claims Deadlines

<u>Crops</u>	<u>Final Date to Report a Claim</u>	<u>States</u>
Cotton	1/15/12	AR, NC, TN & VA
Peanuts	1/15/12	OK
Cotton	2/15/12	OK
Pecans	2/15/12	OK

UPCOMING 2012 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 & Producer's Pre-Acceptance Worksheet
- April 14th– Crops with a Sales Closing Date of 2/28
- April 29th– Crops with a Sales Closing Date of 3/15

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

Acreage 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 Wheat in Oklahoma
- April 30th– Potatoes



Common Mistakes That Cost Producer's Money

- **Underreporting planted acreage per unit**– Production to count for an insured crop is derived from all planted acreage for that crop per unit, whether you reported all the acres in that unit or not. Therefore, if you underreport your acres, your yield will be artificially inflated and you will receive a lower indemnity payment.
- **Over reporting your planted acreage per unit**– If you have over reported your acres, your production to count will be derived from all planted acreage for that crop per unit. The acreage will be reduced to the correct number of acres. Your indemnity will be slightly less due to the reduction in your total guarantee (not your per acre guarantee) and you will be refunded any overpayment of premium.
- **Failure to report all farm numbers (FSNs) planted to the insured crop**– If you fail to report all of the FSNs planted to the insured crop, the unreported FSNs will not have coverage. This oversight generally seems to occur with added land, but many times occurs because the producer fails to insert the planted acreage figure under the farm number on their acreage reporting form. The indemnity payment will be reduced.
- **Failure to report the production for all farm numbers (FSNs)**– If you do not report production for all farm numbers by the production reporting date, the production cannot be added at acreage reporting time. The units without production will be assigned a penalty yield. The yield guarantee will be reduced and any indemnity payment will be less.
- **Failure to elect “New Producer” status**– If you are a new producer and fail to elect New Producer status on or before the production reporting date, the yield on the crop will be assigned using the variable T-yield method (65% of the county average) instead of a more favorable method of using 100% of the county T-yield. The yield guarantee will be reduced and any indemnity payment will be lower.
- **Failure to indicate “Added Land” on your acreage report**– If you fail to indicate Added Land on your acreage report for new farms, the yield will be calculated using the variable T-yield method instead of more favorable methods. The yield guarantee will be reduced and any indemnity payment will be lower.
- **Harvesting the crop in a manner other than insured**– If you are harvesting the insured crop in a manner other than intended without informing the crop insurance carrier and have a claim, you will have a problem. For example, the producer has insured his corn as grain, but harvest the corn as silage. If there is no actual harvested grain for the adjuster to measure, the crop must be field appraised for grain content before harvested. The adjuster cannot appraise the grain content of harvested corn silage and the production to count will be assessed at the full guarantee. No indemnity will be paid.
- **Destroying the insured crop without the company's approval**– Production for a crop that is destroyed before the claim adjustment is made will be assessed at the full production guarantee and no indemnity will be paid.