

September, 2019



218-346-7290 or 1-800-582-7290



# Guardian Crop Insurance News

## 2020 Changes



There are a few changes for 2020 you need to be aware of. **CAT coverage for 2020 will now cost \$655** (odd amount we know, no one seems to be able to explain it) instead of \$300. Many of our clients carry CAT coverage on their forage production. If you are one of those clients, you may want to consider looking at the 50% coverage level with 100% of the price. For most counties, that coverage runs around \$5-\$6/acre. Another option you may want to consider would be the Pasture, Rangeland & Forage (PRF)

policy. This policy is based on rainfall for the year within a grid. If this interests you, more information can be found on page 2 of this newsletter.

Rye insurance is now available for Clay, Douglas, Grant, Kittson, Morrison, Otter Tail, Roseau, Sherburne, Todd & Wilkin Counties in Minnesota. If you are interested in coverage for the upcoming year, you must add that coverage to your policy by September 30th, 2019. Please contact us for more information.

## Forage Production Deadlines

The deadline for adding forage production (established hay) coverage to your policy is September 30th.

Just a reminder, an APH plan of coverage provides individual coverage based on your yield history for hay and does provide winterkill coverage. An AYP plan of coverage provides area protection, meaning there is no winterkill coverage and a loss is only payable when the entire county has low production.

We will be making our rounds for current forage production policyholders. We will be gathering your 2019 hay yields and going through your established hay fields that you want to insure for 2020. We will be calling you to set up an appointment to meet with you.

**Please remember that if you would like to change your coverage level, add or cancel your forage production coverage, we need to do this by September 30th.**

# Pasture, Rangeland & Forage (PRF)

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If you currently have a forage policy and don't like having to keep records, or some or all of your hayland is too old to insure, and/or you're looking for insurance for your pastures, you may want to consider looking at a Pasture, Rangeland, Forage (PRF) policy.

The PRF policy protects you against low rainfall in the area your hay and/or pastureland is located. You may

also elect to insure your alfalfa, red clover & alfalfa-grass ground under your Forage Production policy and insure your pasture and grass land under a PRF policy.

With a PRF policy, you can select which fields you would like insured, you don't need to insure them all. You select at least 2-2 month intervals that you determine are vital months that you need for rain in order

for your forage and/or pasture to produce. If one of those intervals fall short of the expected rainfall for that area, a payment will be issued based on the coverage level chosen.

The deadline to sign up for PRF coverage is November 15th, but if you would like this coverage instead of forage coverage, the forage policy must be cancelled by September 30th

## Rye Insurance

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If you grow rye, would like to insure it and you aren't located in one of the counties with coverage now available, you will need to request insurance coverage. You will need to provide us with at least 3 years of rye (or similar crop) production. Coverage must be requested and all documentation must be submitted by September 30.

If you would like to proceed with requesting coverage for your rye acres, please contact us immediately to begin the written agreement request process.



## Dairy Revenue Protection

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Coverage for a decline in the price of milk is now available for dairy producers. It is called Dairy Revenue Protection (DRP).

There are 2 pricing options available: Class Pricing Option & Component Pricing Option. The Class Pricing Option uses a combination of Class III and/or Class IV milk prices as a basis for determining coverage and indemnities. The Component Pricing Option uses the component milk prices for butterfat, protein, and other solids as a basis for determining coverage and indemnities. You may choose either pricing option on separate quarterly coverage

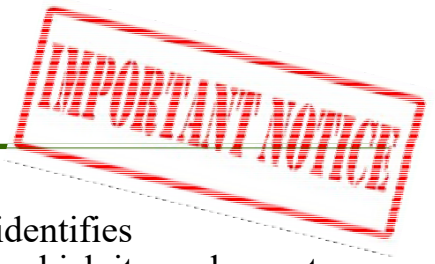
endorsement provided it is not covering the same milk.

You may participate in both FSA's Margin Protection Program and the DRP program at the same time.

The policy is available on a daily basis, with the exception of holidays & dates of dairy reports. You may apply for this policy at anytime. Coverage for a quarter must be purchased at least 15 days prior to the beginning of the quarter.

Contact Denise for more details.

# Production Records



As you begin harvest, make sure that you keep good records of your production. These are especially important in case of an APH review or a claim. With the fluctuation in the 2019 commodity prices, you could possibly have a revenue claim without having a production claim if you have Revenue Protection on those crops. Here are several things to keep in mind when harvesting:

- ⇒ If you are putting new production (2019 crop) on top of old production (2018 or older crop), you must request a bin measurement prior to adding 2019 crop to old crop.
- ⇒ Mark your bins between fields (draw line on bin with permanent marker, initial, list date and field location), as well as keeping a daily log of loads from each field as it is harvested (what type of vehicle used, estimated bushels of load). We provide you with record keeping books every spring when we meet with you, this is a very good time to use them.
- ⇒ You may use combine monitor records but remember to make sure your combine is calibrated prior to and during harvest as needed. These records must identify the field and its location, crop, date of harvest and number of pounds/bushels harvested.
- ⇒ If you sell any of your production at har-

vest time, make sure each ticket identifies which field from which it was harvested. The ticket must also contain:

- Name & address of buyer or commercial storage facility
  - Your name
  - Load or ticket number
  - Crop
- ⇒ If you will be feeding your crop, you must keep daily records or have it measured by an adjuster (see below)
    - To be acceptable, feeding records must meet all of the following requirements
    - (1) Be in writing
    - (2) Identify the crop year in which fed production was harvested
    - (3) Provide the unit number from which the production was harvested
    - (4) Be contemporaneous for each feeding as the feeding occurs
    - (5) Provide the amount of production, by crop, fed at each feeding
  - ⇒ If you have Enterprise Units on your crops, and you don't want to keep track of your production separately by unit (section), your total yield will be prorated across all of your units based on the APH yield of each unit.

## Production Fed To Livestock

As you begin harvest and the possibility of a claim is not apparent, keep in mind that if you feed your production to livestock, you need to maintain livestock feeding records. If you would rather not keep feeding records, **we strongly encourage you to have your production measured**

**prior to feeding it to your livestock.**

Please call our office and we will have an adjuster come out and measure your production. It does not cost you anything for this procedure and if you are selected for a production audit, you will be glad you had it done.

# Old Crop Stored On Farm

If you have old grain in your bins or other structures and you plan on putting new crop with it, **CALL US TO HAVE AN ADJUSTER COME TO MEASURE IT.**

With the unknown still in the forecast for this

fall, you may or may not have a production loss. Also, you may have a revenue loss. If the old production is not measured prior to putting new crop on top,

**YOU NEED TO HAVE OLD PRODUCTION MEASURED PRIOR TO ADDING CURRENT CROP YEAR PRODUCTION**

that production will count against any loss you may have. It just takes a call to us to have an adjuster stop out and measure.

## Dates to keep in mind:

- **9/30** Forage production & rye sign up and coverage changes
- **9/30** 2019 unpaid forage premiums & fees **MUST** be paid to prevent termination for 2020
- **11/15** Pasture, Rangeland, Forage coverage sign up

# Timely Claim Submittal

Please contact our office as soon as you think you may have a claim. You are responsible for letting us know so that we can pass that information on to your insurance provider. If you notice damage or production loss, please try to let us know within

72 hours of discovery. All claims must be turned in within 60 days after the insurance period ends for all acreage in a given unit. The **insurance period ends upon harvest** or a calendar date listed in your crop provisions. All claims turned in after this

date will be denied.

If you have further questions on the end of insurance date, contact our office.

