

1.27.2015

▶ Volume 16, Issue 1



**Recent CBOT Prices...**  
 Corn - \$4.17/ BU.  
 Beans - 9.60/ BU.

## Farm Bill/Marketing Meetings Scheduled February 2nd & 4th

Dick Sims Crop has teamed up with **First Farmers Bank and Trust** and **Kokomo Grain** to host two timely meetings covering:

- 2015 Farm Bill and...
- Proven strategies for profitability using crop Insurance as a part of a comprehensive Marketing Plan.

Speakers will be:

- **Douglas D. Emery**, Regional Marketing Mgr. for Diversified Crop Insurance Services
- **Michael J. Silver**, Grain Merchandiser, Kokomo Grain and Crop Insurance Agent

Also expected to be in attendance is Shirley Carney, FSA Cass County Executive Director. Both speakers will present a power point slide presentation with handouts and other relevant ma-

terial for notes and future reference. A time for any and all questions will be available during and after each presentation as well. The entire program is

### Where to Start...

- Current base acreage
- Program yields (called 2014 CC Yields in letter) Update by **2/27/15**
- Acres planted to program crops from 2008 through 2013

This information will be used in the yield updating, base acreage reallocation, and commodity program choice decisions.

ARC/PLC decision **3/31/15**

expected to last approximately 90 minutes, depending on how many questions arise for group discussion. *Coffee, water, and snacks will be available.*

Who Else will host:

**First Farmers** will be represented by Craig Langley, Senior Vice President and his fellow lenders Clayton Nagel, Alice Kelley and Kari Renz. **Dick Sims Crop Ins.** will have Steve Sims, Curt Maxson, Dave Calisto, Drew Farrer and of course Mike Silver.

**Kokomo Grain Company Inc.** Will be represented by our grain marketing speaker, Mike Silver.

**When:** Monday Feb. 2nd 2:00 PM  
 Or ... Wednesday Feb. 4th 9:00 AM

**Where:** Cass County 4H Fairgrounds Community Building

### Important Dates

Sales Closing Date for Corn/ Beans	Will be 3/16/2015
Planting Date Range Corn-	April 5/10- June 5th
Planting Date Range Beans-	April 20/24- June 20th
Acreage Report FSA Certification both due-	7/15/2015
RP YP ARPI Base Price for Corn-	Feb. ave. Dec. CBOT
RP YP ARPI Base Price for Beans-	Feb. ave. Nov. CBOT
End of Insurance (Last day file claim)	12/10/2015

### Contacting us...

- Our office is S. off Logansport Rd.- **4301 Grand Prix Drive in Logansport Indiana**
- Mail to : **P. O. Box 8, Logansport, IN 46947**
- Our phone **574.737.7467 (Steve's cell 574.721.6499)**
- Our **Toll Free** Number is **1.888.566.7467 (566.SIMS)**
- Our web site is **www.dicksimsinc.com**
- Our e-mail is **agency@dicksimsinc.com**

## Crop Insurance Changes and options available in 2015

These are a few of the items you may want to ask your agent about for 2015:

- Cover crops—specifically, termination guidelines
- Beginning Rancher Farmer Discounts (5 years of eligibility)
- IRR vs Non IRR enterprise unit and level change options
- HEL/WL conservation linkage to keep subsidy

- YE Yield exclusion option for some crops/counties
- Precision Planting—using technology to populate FSA and Crop Insurance reports

In addition to those issues, some other things that seem to be increasing in popularity each year include:

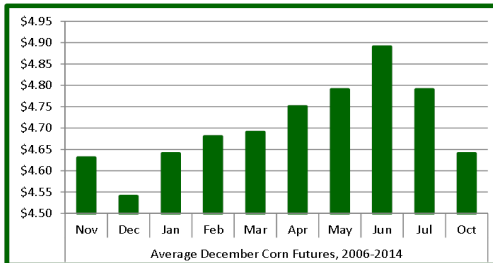
- Some version of a multiple period of price discovery. (see top of Page 2) Non-

subsidized endorsements designed as a kind of "option" where one or more additional Months can be selected to potentially have a higher Revenue Guarantee.

- Wind and Green snap coverage added to hail policies
- Bundles—including Hail, Wind, Early planting, enhanced replanting and Extra Harvest Expense.

## Price Select for 2015

This month DCIS rolled out our new alternative price discovery program, Price Select, a simple program – you can choose one or more additional months to determine your base price for your revenue insurance policy. If the average December corn or November soybean futures price during the month you purchase exceeds the average of normal pricing period (February), you'll get to use that higher price to determine your revenue insurance



guarantee. Pretty simple. And that's how we wanted it. There are no caveats, such as the need for a bushel loss, etc, before your price goes into effect. Months prior to February don't seem attractive to me since CORN prices are likely below break-

even for most producers. But with fewer planted acres expected this year, if old crop demand picks up, there could be upside for the markets in the spring. And the 9-year price history in the chart shows that prices typically trade higher through spring into summer. So IF I were considering buying a month for corn, I'd consider April, since it's historically the month with best odds of offering an increased price and it's currently the cheapest (less than \$5/acre for a county I quoted in Central IL this week). (Excerpted from Rich Morrison DCIS 12/2014)

Dick Sims Agency, Inc.  
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P. O. Box 8  
Logansport, IN 46947-0008

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(See Details on other side...)

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Or ... Wednesday Feb. 4th 9:00 AM

**Where:** Cass County 4H Fairgrounds  
Community Building

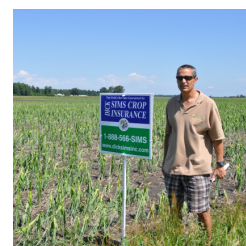
## A Smart Farmer

### FEBRUARY 2015

Sun	Mon	Tue	We	Thu	Fri	Sat
1	2	3	4	5	6	7
	Meeting 2 PM		Meeting 9 AM			
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
					Update FSA Yields	

### Principles of Risk Management

- ⇒ Know your Costs
- ⇒ Have a profit Goal
- ⇒ Lock in Profits where available
- ⇒ Understand Government Programs
- ⇒ Understand Crop Insurance
- ⇒ Execute your plan all year



2013 Hail Damage  
Cass County