



Dick Sims Crop Insurance

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Difficult Spring? What you need to know...

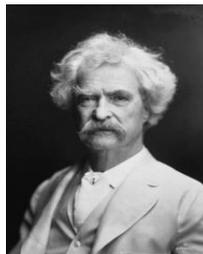
When it is time to plant and many of our nation's western corn belt farms seem more valuable as lakefront lots than farm ground, it might be a good time to review the RP and YP crop insurance dates and rules regarding final plant date, late plant periods and Prevented Planting. We have a long way to go before anyone in our area should get too concerned, but let's keep some important things in mind as you are planting your 2019 crops.

In northern Indiana the initial plant date for corn was either April 1st or April 5th, 2019 depending on how far north you live. For the entire state, the final planting date for corn is June 5th. For soybeans, the earliest eligible plant date was April 20th or April 24th 2019, with a final date of June 20th for the whole state. After the final plant date, both crops have a 25-day late plant period that imposes a 1% penalty for each day acreage is planted beyond the normal plant date. For example, if a farmer planted corn on the 10th of June, those late-planted acres would only have 95% of the full guarantee for timely-planted acres and the premium would remain the same. Plant dates are only for initial planting, not replants.

Replant reimbursement is available for acres planted timely and destroyed due to a covered peril. All replants must amount to the smaller of 20% of a unit or 20 acres. Replants must be reported prior to original crop destruction! Replant pays \$32/acre on corn and \$28.62/acre on soybeans.

The last part of this discussion is Prevented Planting. Please refer to the insert pages for more details. Prevented Planting coverage could be available if you are (1) prevented from planting at least 20 acres or 20% of a unit due to a covered peril, (2) had inputs on hand, and (3) notify us of that after the final planting date and within 72 hours of when you determine you will be unable to plant in the allowable late plant period. After claim submission there are some other facts the company adjusters must document and verify, regarding the actual circumstances of your PP claim and the conditions and status of neighboring farms and recent weather and soil moisture in the area. This fact finding helps protect tax dollars by reducing fraudulent and spurious claims submission of this federally-subsidized insurance product. The amount of coverage you have is generally 55% of corn and 60% of soybean revenue or yield guarantees.

Remember whenever you are in a situation that could result in one of these types of claims - communicate with your crop insurance agent early and often to assure you know your options and meet strict reporting deadlines.



"If you tell the truth, you don't have to remember anything."

— Mark Twain

Spring Base Prices...
Corn — \$4.00/ bu
Beans — \$9.54/ bu
...for 2019

Important Dates

Planting Date Range for Corn:	April 5/10 to June 5
Planting Date Range for Soybeans:	April 20/24 to June 20
Acreage Reports returned to agent:	7/1/2019
RP YP ARPI Harvest Price for Corn:	Oct. Ave Dec CBOT
RP YP ARPI Harvest Price for Soybeans:	Oct Ave Nov CBOT

Contact Us

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Scan this code with your smartphone for additional info!



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2019 Map Based Acreage Reports Coming Soon

Map Based Acreage reports have been ordered and should be in your hands very soon. Since this report is the basis of your 2019 insurance coverage, we can not stress enough how important timeliness and accuracy are with these forms. Each year we are all getting more comfortable with the map-based forms. They say a picture is worth a thousand words and we hope it is true as the imagery on these forms can help identify all acres farmed. As always, our goal is 100% accuracy and zero frustration. We need your help to get all farms accurately reported and we ask for patience with us and the companies we represent, as we use the best tools

the industry has to offer to help communicate 2019 planting information from you — as was reported to FSA, (By CLU –common land unit).

Here are a few things you can do to help this process go smoothly:

- Notify us before planting of any new farms—including FSN, Location Section/Twp/Range, Share % and Share persons, Crops intended.
- Let us know about Reconstituted Farm Serial Numbers. Sometimes it seems like they change on a semi-annual basis, but please do your best to keep us informed of changes as they happen so we

match with FSA.

- Keep accurate account of crops, dates and acreages planted as you plant each field.
- Keep any replanting acres separate from original planting. (**Notify us first if replanting**)
- Ask FSA to mail or email us copies of 578 Producer Print & Map to agency@dicksimsinc.com
- Prevent Plant — Notify us within 72 hours of a desire to forgo 2019 planting on any acreage and file a PP claim – certify PP with FSA.
- Be Careful! You are in a dangerous occupation. We rely on you to feed, fuel and clothe the world!



Dick Sims Crop Insurance
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«Business/Farm Name»
 «First Name» «MI» «Last Name»
 «Address1»
 «City», «State» «ZipCode»

Summer Months Selling at Seasonal Highs – Is your plan in place?

As you know there have been fewer opportunities to sell at a profit, or even above the CBOT February average crop prices in recent years, but for each of the last few there have been some. Are you poised to get the full benefit of the Revenue Protection policy you purchase year after year? As the 2018 Corn chart from last July's Mike Silver Marketing update illustrates CBOT prices can fall off the cliff once traders think the crop is good. Be poised to take advantage of weather markets to sell grain at levels backed by your insurance. Not sure what that means? Call us or Mike Silver. We will be glad to “walk you through” what your revenue policy really protects. Opportunity can be fleeting. Be diligent!



PREVENTED PLANTING GUIDELINES

Prevent Planting is:

Failure to plant the insured crop by the final planting date designated in the Special Provisions for the insured crop in the county, or within any applicable late planting period, due to an insured cause of loss that is general to the surrounding area and that prevents other producers from planting acreage with similar characteristics. Failure to plant because of uninsured causes such as lack of proper equipment or labor to plant acreage, or use of a particular production method, is not considered prevented planting.

- The FINAL PLANT DATES can vary by crop and by county. The insured may still plant after these dates with a reduction in guarantee of 1% per day during the late plant period. If the insured plants AFTER the end of the late plant period, he will have the option of insuring the crop or not. If insured, the insured will receive the PP guarantee –Corn 55% (or 60% if buy-up was purchased). Soybeans 60% (65% if buy-up was purchased.)

If during this “late plant period” the insured decides that he will no longer try to plant this crop due to weather conditions, he may declare Preventing Planting by turning in a notice of loss within 3 days of his decision, but no later than 3 days after the end of the late plant period.

An adjuster will make a field inspection to determine if the acreage qualifies for a Prevent Plant payment. Factors to determine this will include:

- The acres must be at least 20 acres or 20% of the unit- whichever is less
 - for example - insured has a 65 acre optional unit- he must have at least 13 acres of PP in that unit to qualify- does not have to be contiguous. (NOTE- the 20% applies to the total of planted & prevented acres in that unit.)
- PP acres must be reported on the acreage report – the acres can be revised up through the acreage reporting date- but the crop originally reported cannot be changed

- Acreage must have been planted & harvested or insured (including insured PP acreage) in at least one of the three previous crop years.
- Available for timely and proper preparation and planting – free of trees, rocky outcroppings, etc.
- Must be due to an insured cause of loss by the final plant date
- No PP coverage for ARP or AYP policies

The adjuster is required to measure the field or fields to determine the number of acres not planted.

The maximum number of eligible acres is the highest number of acres certified for APH purposes or insured acres reported, in any of the four most recent crop years. If the number of declared prevent plant acres exceeds the historical maximum, we will roll those acres to a crop that does have some eligibility. The payment on those acres will be the lower value of the original crop or the acres the crop was rolled.

The prevent plant payment is equal to Corn 55%, Soybeans 60% of the per acre production guarantee unless the insured purchased the additional 5% coverage before sales closing date.

The premium is the same as for timely planted acreage. The payment will be based on the Projected (Spring) price only.

The insured will have 2 options with Prevented Planting:

- May leave ground idle or plant cover crop
 - Will receive 100% PP indemnity
 - No impact on APH: entered as 0 acres
- May plant a 2nd crop after the end of the late plant period (for PP corn, may plant soybeans after June 25) refer to SPOI's for planting dates on other 2nd crops
 - Will receive 35% PP payment, and must insure 2nd crop
 - Will never receive more PP payment, whether 2nd crop loss or not

- APH impact: yield will be entered as 60% of the 2019 approved APH

If the insured plants an acceptable cover crop prior to or during the Late Plant Period of the crop that was declared as PP, and the cover crop is:

- Hayed or grazed prior to Nov 1- the acreage is ineligible for a PP payment
- Hayed or grazed after Nov 1- PP payment will not be reduced
- Harvested at any time- acreage is ineligible for a PP payment

If an insured plants an acceptable cover crop after the Late Plant Period of the crop that was declared as PP, and the cover crop is:

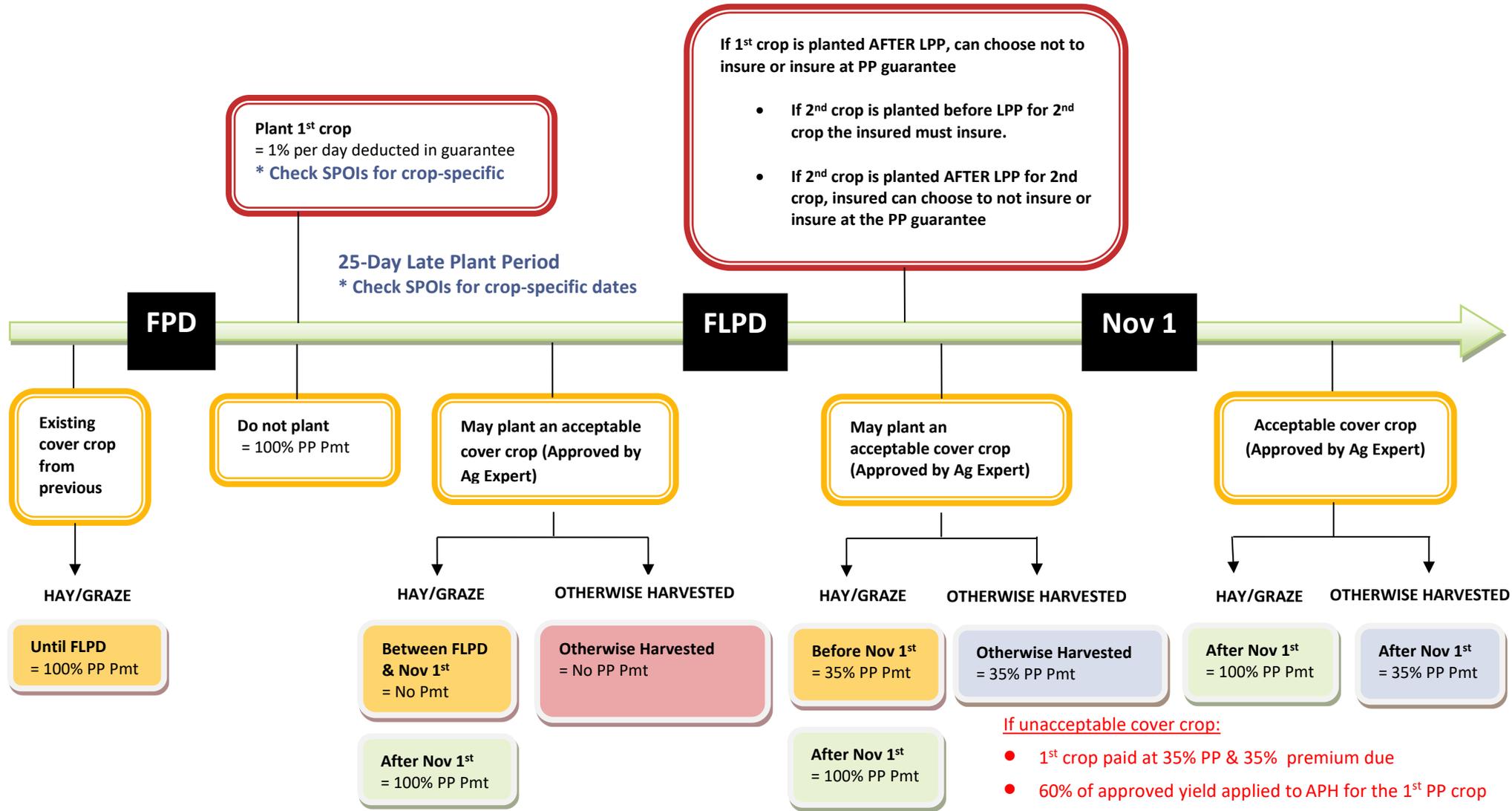
- Hayed or grazed prior to Nov 1- PP payment will be reduced by 65%
- Hayed or grazed after Nov 1- PP payment will not be reduced
- Harvested at any time- PP payment will be reduced by 65%

If an insured claims PP on a crop within a field that has a crop already planted, they must claim PP on the same crop- or they will be required to prove that in a previous crop year they have planted both crops in the same field.

Double Crop Beans:

- In order to qualify, double crop must be present in two of the last four years to be eligible. The history limitation will be the second highest number planted in the past four years.

Prevent Plant Guideline Timeline



If 1st crop is planted AFTER LPP, can choose not to insure or insure at PP guarantee

- If 2nd crop is planted before LPP for 2nd crop the insured must insure.
- If 2nd crop is planted AFTER LPP for 2nd crop, insured can choose to not insure or insure at the PP guarantee

- If unacceptable cover crop:
- 1st crop paid at 35% PP & 35% premium due
 - 60% of approved yield applied to APH for the 1st PP crop

- Otherwise Harvested
- Harvested for other than haying or grazing, which could include grain, silage, seed, haylage, etc.