



March 2020

HARRIS CROP INSURANCE LLC

DATES TO REMEMBER...

March 24th-26th ~ Farm Show
April 10th ~ Good Friday — Closed
Mid-May ~ Acreage Reports will be sent out
May 25th ~ Memorial Day — Closed
July 1st ~ AR/PR due
July 15th ~ New DC SBean or GSorg WA due
September 30th ~ Wheat Sales Closing Date

ENTERPRISE UNITS REMINDER...

If you signed up for your unit structure to be changed to Enterprise Unit (EU) or you left EU on any crop...**Remember you need to make sure as you plant, that you (and any landlords with EU units) remain qualified to keep EU pricing. If your acreage report does not list adequate acreage for a crop, the EU option is dropped and your premium is charged at whatever your level is with Optional Unit pricing.**

Enterprise Unit = all insurable acres of an insured crop in the county of which you have a share are consolidated into 1 unit for loss calculations.

- EU must contain: all insurable acres of a crop in 1 or more basic units, located in 2 or more separate sections; or 2 or more optional units established by separate sections or section equivalents. The 2nd or more sections making up the basic or optional unit must have planted acreage that constitutes at least the lesser of 20 acres or 20% of the total insured acreage in the EU.
- **Don't forget: Crop-Hail Insurance Hail Rates for wheat are similar to last year for most counties and townships we write. You will want to consider Crop-Hail especially if your crop is in Enterprise Units.**

This agency is an equal opportunity provider

WHEAT CONCERNS

Reminder: Any insured crop needs appraised by our adjusters. Call us before you do anything to it, other than harvest for grain.

Spring Crop plant dates: Soybeans and Grain Sorghum have a 25 day late planting period and Corn has a 20 day late planting period after the final plant date. Each crop is to be reported and insured at a reduced coverage per day. After the late planting period acres are still to be reported, but it is your choice for minimum insurance or insurance waived which you specify on your acreage report.

CORN	Initial	Final
CS, DK, FR, GE, GH, KM, KW, LY, MN, MP, MI, MR, PR, RN, SA, SF, WB, WS	1-Apr	25-May
CY, CD, EL, EW, LE, LC, NS, OT, RL	5-Apr	25-May

SBEAN	Initial	Final
CS, GE, KW, LY, MR, PR, RN, SF, WB	26-Apr	25-Jun
CY, CD, GH, OT, RL, WS	26-Apr	15-Jun
DK, EL, EW, LE, LC, MN, MP, NS, SA	26-Apr	20-Jun
FR, KM, MI	15-Apr	25-Jun

GSorg - ALL counties in KS	26-April	25-June
Snlfrs - ALL counties in KS	25-April	25-June

GRAZING OUT WHEAT...Acres of wheat you do not intend to harvest should be appraised for your APH ASAP (If you did not short rate). If we are not notified, it will cause you problems on your APH, it is considered destroyed without consent. All cattle should already be off wheat if you intend to harvest it.

LRP - GRASS CATTLE - We've been able to help protect your cattle investment. Let us help limit your downside risk. Contact us between 3:30pm - 9am.

DAIRY REVENUE PROTECTION - An area based revenue product that is designed to insure against unexpected declines in quarterly revenue from milk sales relative to a guaranteed coverage level.



WHIP + PROGRAM

Is now available for the 2019 crop year. You need to sign up with the FSA office by **March 23rd**. This payment is for drought and flooding disasters.

Crop-Hail



RCIS

- Hail rates in many areas are the same as last year
- 5% Cash Discount for premium paid prior to July 1st
- 2 hour binding
- This policy covers fire losses not covered under regular crop insurance policy.
- This policy covers transport to first place of storage within 50 miles.
- Vandalism coverage
- An endorsement for wind & tornado damage is available in Kansas. It offers protection when hail destroys 5% or more of the crop during the same occurrence. It is available at a rate of \$1 per \$100 of insurance.
- If you had a policy last year with us, you are guaranteed the ability to re-write a policy this year by April 30th if you have damage before you write this years policy.
- While hail damage is a covered peril under Federal Crop Insurance, a claim is paid only when your yields fall below your guarantee (i.e. a major hail storm). This Crop-Hail policy covers the profit end of your yield, it protects your crop insurance by covering the “first” damage by hail.
- Most MPCl policies with EU leave you risking your input cost on an individual field, which could be \$200+ an acre on a 100% share that is not covered by crop insurance. MPCl also covers fire only from lightning. The hail policy and the crop fire policy cover other accidental fire losses not covered under the MPCl policy.
- Don't forget: With Enterprise Units on wheat—you have NO spot loss protection from hail without Crop-Hail insurance.

If you ever call us for Crop-Hail insurance and you get our answering machine, tell us in your message:

- *Dollars of coverage you want per acre
- *Basic plan, 10% deductible, etc.

We can write the policy based on the time stamp of the answering machine, a text message or an email.

ADM

- 3% discount
- 10% for a customer # with a Basic Policy
- 2 hour binding
- Fire coverage included
- Transport to the first place of storage
- Wind endorsement with 5% hail damage \$1 per \$100 of insurance
- If you had a policy last year with us, you are guaranteed the ability to re-write a policy this year by April 30th if you have damage before you write this years policy.

Double Crop Soybean and Grain Sorghum Insurance

- * Can be insured with a written agreement
- * Must have reported acres to FSA
- * Must have been in your farming practice for 3 years
- * Will have to go back as far as 2011 for history to be approved, reporting all years
- * New written agreements are due July 15th - Do not wait until then as there is a lot of paper work to be done
- * Final Plant Date follows full season crop

FSA UPDATING YIELDS

March 15th is the deadline to sign up for PLC & ARC. You can still update your yields with FSA until September 2020. We highly suggest taking a look at updating them. The years they are looking at are 2013-2017. We can print off a 10 year history that will include those years. Let us know if we can help you with this process.



We appreciate the opportunity to assist you with your risk management needs. We thank you for your business. If you ever have any questions, call us at 785-479-5593 or 888-408-7487 www.harriscropinsurance.com