Welcome

2012 Farmer’s Meeting
Looking back at 2011

• Record Commodity Prices
• Record Premium
• Record Claims
• Over 2 Billion paid by RCIS
DEC Corn

- Based on CBOT average close during Feb. $6.01/bu. Projected Price & Yield Price
- Harvest Price ended at $6.32

NOV Soybeans

- Based on CBOT average during Feb. $13.49/bu. Projected Price & Yield Price
- Harvest Price ended at $12.14
DEC Corn

- Based on CBOT average close during Feb. $5.68/bu. Projected Price & Yield Price
- Harvest Price capped at 200% of Spring price. Revenue only not for YP policies.

Nov Soybeans

- Based on CBOT average during Feb. $12.55/bu. Projected Price & Yield Price
- Harvest Price capped at 200% of Spring price. Revenue only not for YP policies.

Prices are set by RMA early in March
Looking ahead to 2012

• Soybean/Corn Premium Re-Rate
• (TA) Trend Adjusted APH program
• Important Program Date Changes
• HPP Rate Changes
• 2012 Farm Bill
Soybean/Corn Re-rate

- Corn - approximately 7% down in NE.
- Soybeans - approximately 9% down in NE.
• Reason - To have APH more accurately reflect crop yield potential.
• County Rate Factors – vary by county and practice.
• Selection done by Sales Closing - March 15th.
• APH Units with Actual Production to qualify.
• Increases Guarantee.
• Premium effect will vary by crop and policy.
APH Yield Trend Adjustment
Soybeans

Irrigated & Non-Irrigated Practices
Irrigated Only
### Trend-Adjusted APH

- **2A: 100% (Full) Trend Adjustment (Unit # 0001-0001 OU)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Prod.</th>
<th>Acres</th>
<th>Yield</th>
<th>TA Calc</th>
<th>TA Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>19950</td>
<td>150</td>
<td>A</td>
<td>(12 - 2) × 2 = 20</td>
<td>153</td>
</tr>
<tr>
<td>2003</td>
<td>14500</td>
<td>100</td>
<td>A</td>
<td>(12 - 3) × 2 = 18</td>
<td>163</td>
</tr>
<tr>
<td>2004</td>
<td>25050</td>
<td>150</td>
<td>A</td>
<td>(12 - 4) × 2 = 16</td>
<td>183</td>
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<tr>
<td>2005</td>
<td>12200</td>
<td>100</td>
<td>A</td>
<td>(12 - 5) × 2 = 14</td>
<td>136</td>
</tr>
<tr>
<td>2006</td>
<td>23550</td>
<td>150</td>
<td>A</td>
<td>(12 - 6) × 2 = 12</td>
<td>169</td>
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<tr>
<td>2007</td>
<td>16500</td>
<td>100</td>
<td>A</td>
<td>(12 - 7) × 2 = 10</td>
<td>175</td>
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<tr>
<td>2008</td>
<td>25650</td>
<td>150</td>
<td>A</td>
<td>(12 - 8) × 2 = 8</td>
<td>179</td>
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<tr>
<td>2009</td>
<td>19300</td>
<td>100</td>
<td>A</td>
<td>(12 - 9) × 2 = 6</td>
<td>199</td>
</tr>
<tr>
<td>2010</td>
<td>26400</td>
<td>150</td>
<td>A</td>
<td>(12 - 10) × 2 = 4</td>
<td>180</td>
</tr>
<tr>
<td>2011</td>
<td>19700</td>
<td>100</td>
<td>A</td>
<td>(12 - 11) × 2 = 2</td>
<td>199</td>
</tr>
<tr>
<td><strong>T-Yield = 130</strong></td>
<td><strong>Approved APH</strong></td>
<td><strong>163</strong></td>
<td><strong>[Cap: 197 + 2 = 199]</strong></td>
<td><strong>174</strong></td>
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</tbody>
</table>

**Average Yield** | **163** |
| **Rate Yield**    | **163** |
## Trend-Adjusted APH

- **2B: 75% Trend Adjustment**  
  (Unit # 0001-0002 OU)

<table>
<thead>
<tr>
<th>Year</th>
<th>Prod.</th>
<th>Acres</th>
<th>Yield</th>
<th>TA Calc</th>
<th>TA Yield</th>
</tr>
</thead>
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<tr>
<td>2003</td>
<td></td>
<td></td>
<td>T</td>
<td>130</td>
<td>N/A</td>
</tr>
<tr>
<td>2004</td>
<td></td>
<td></td>
<td>Z</td>
<td></td>
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<td>2005</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>11600</td>
<td>80</td>
<td>A</td>
<td>145</td>
<td>(12 – 6) × 1.5 = 9</td>
</tr>
<tr>
<td>2007</td>
<td></td>
<td></td>
<td>Z</td>
<td></td>
<td></td>
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<td>2008</td>
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<td>Z</td>
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</tr>
<tr>
<td>2009</td>
<td>12160</td>
<td>80</td>
<td>A</td>
<td>152</td>
<td>(12 – 9) × 1.5 = 4.5</td>
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<td>2010</td>
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<td></td>
<td>Z</td>
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</tr>
<tr>
<td>2011</td>
<td>11840</td>
<td>80</td>
<td>A</td>
<td>148</td>
<td>(12 – 11) × 1.5 = 1.5</td>
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</table>

- **T-Yield = 130**

- **Approved APH = 144**  
  [Cap: 152 + 2 = 154]  
  **148**

- **Average Yield**  
  **144**

- **Rate Yield**  
  **144**
• CLU reporting- Represents FSA farm, tract, and field number.

• New Breaking

• CRP land coming out

• Added Land/New Crop- check for underwriting rules and limitations with your agent. ie. (year the ground was added to the operation.)
• March 15th due dates:
• Sales Closing
• Enterprise Unit Selection
• Written Agreements (Change)
• Entity Changes
Program Dates (Changes)

- July 15th - Acreage Reporting Date
- August 15th - Premium Due Date
- Oct. 1st is the interest accrual date
- December 10th is still the end of insurance or harvest whichever is earlier.
• Delayed Notice of Loss
• Delayed Claim
• High Dollar Review change to $200,000
Crop Hail 2012

- HPP Rate Changes
- Suspension Date June 1\textsuperscript{st}
- Grain Fire Policy
Named Peril Coverage

- Replant Policy – March 15th
- Greensnap Wind Endorsement
- Greensnap Wind Endorsement with Extra Harvest Expense.
- Greensnap Matching Policy
- HPP Greensnap
- BASF Discount