

**- WELCOME -**

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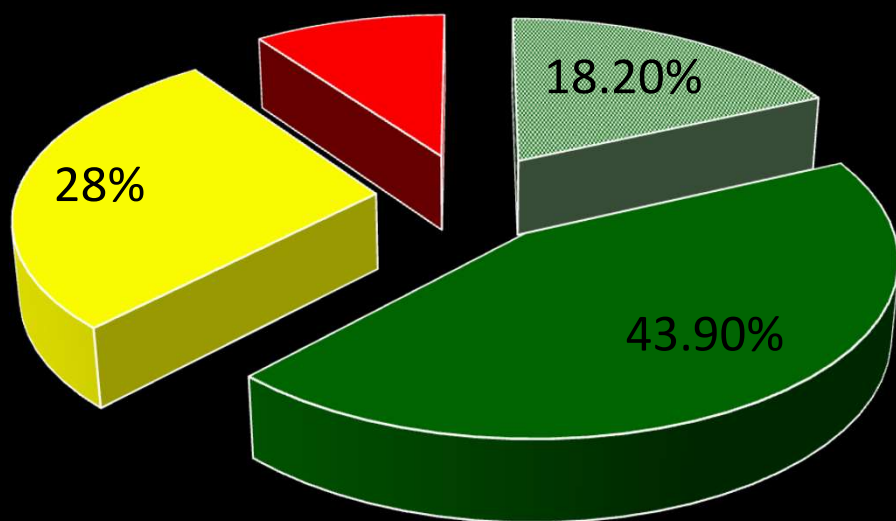
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**2018 Update Meetings**

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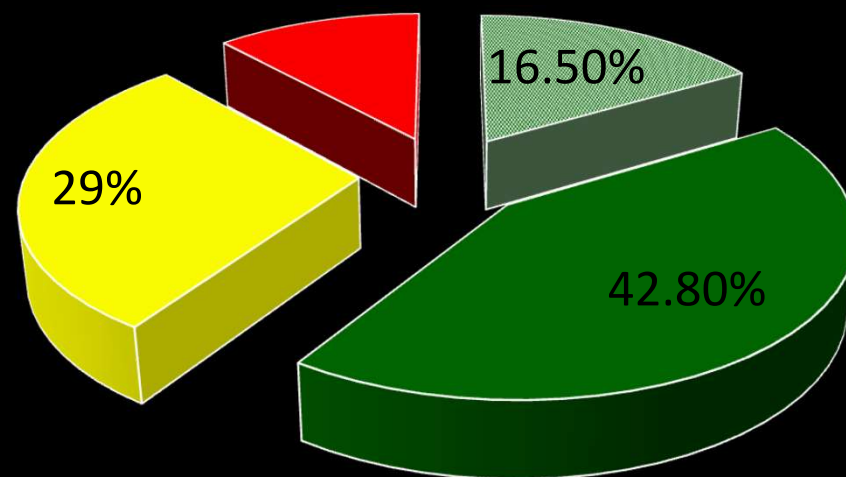
# 2017 Coverage Levels in Ohio

## Corn Coverage Level



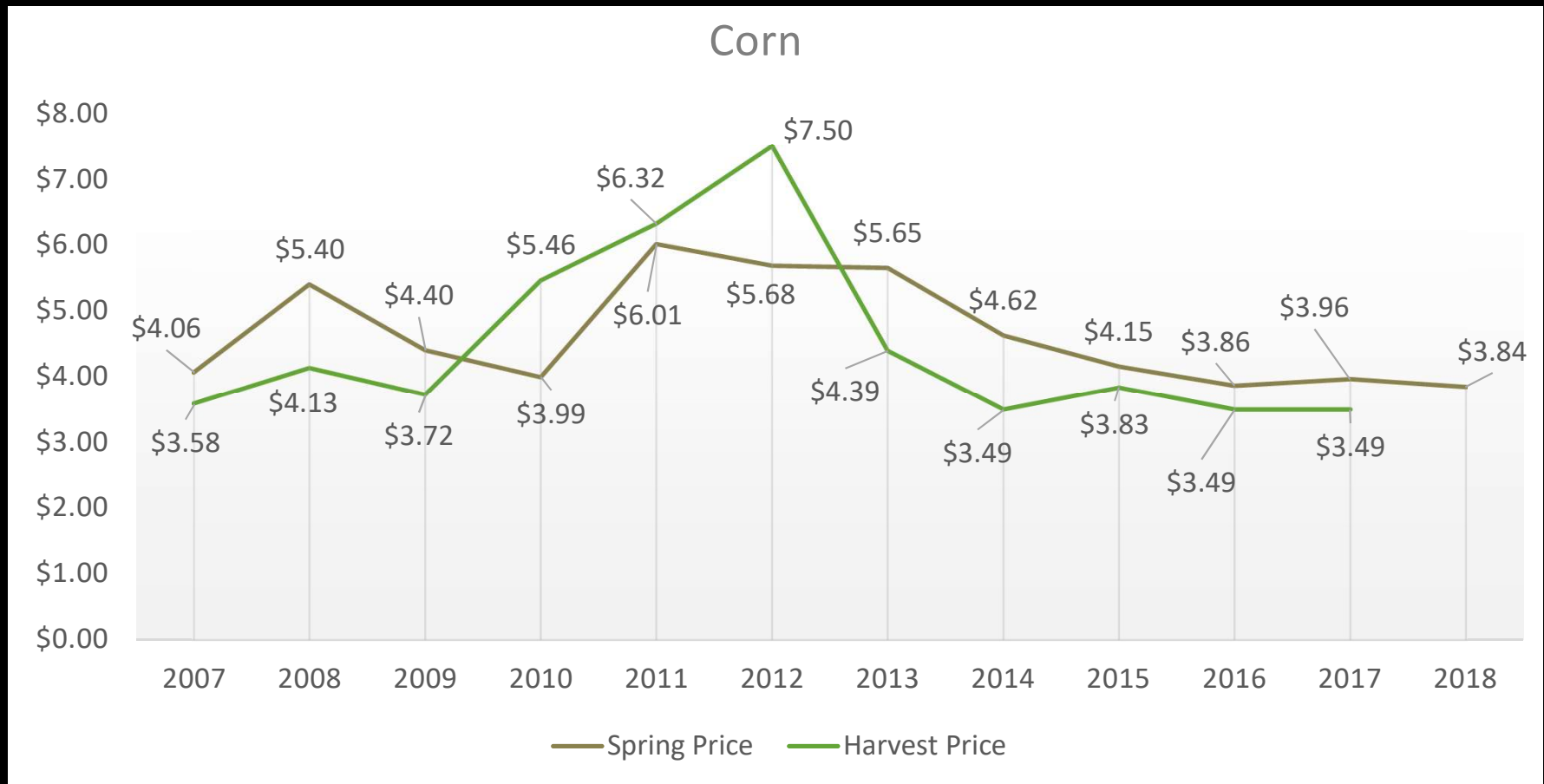
- 85% Cov. Level
- 80% Cov. Level
- 75% Cov. Level
- below 75% Cov. Level

## Soybean Coverage Level



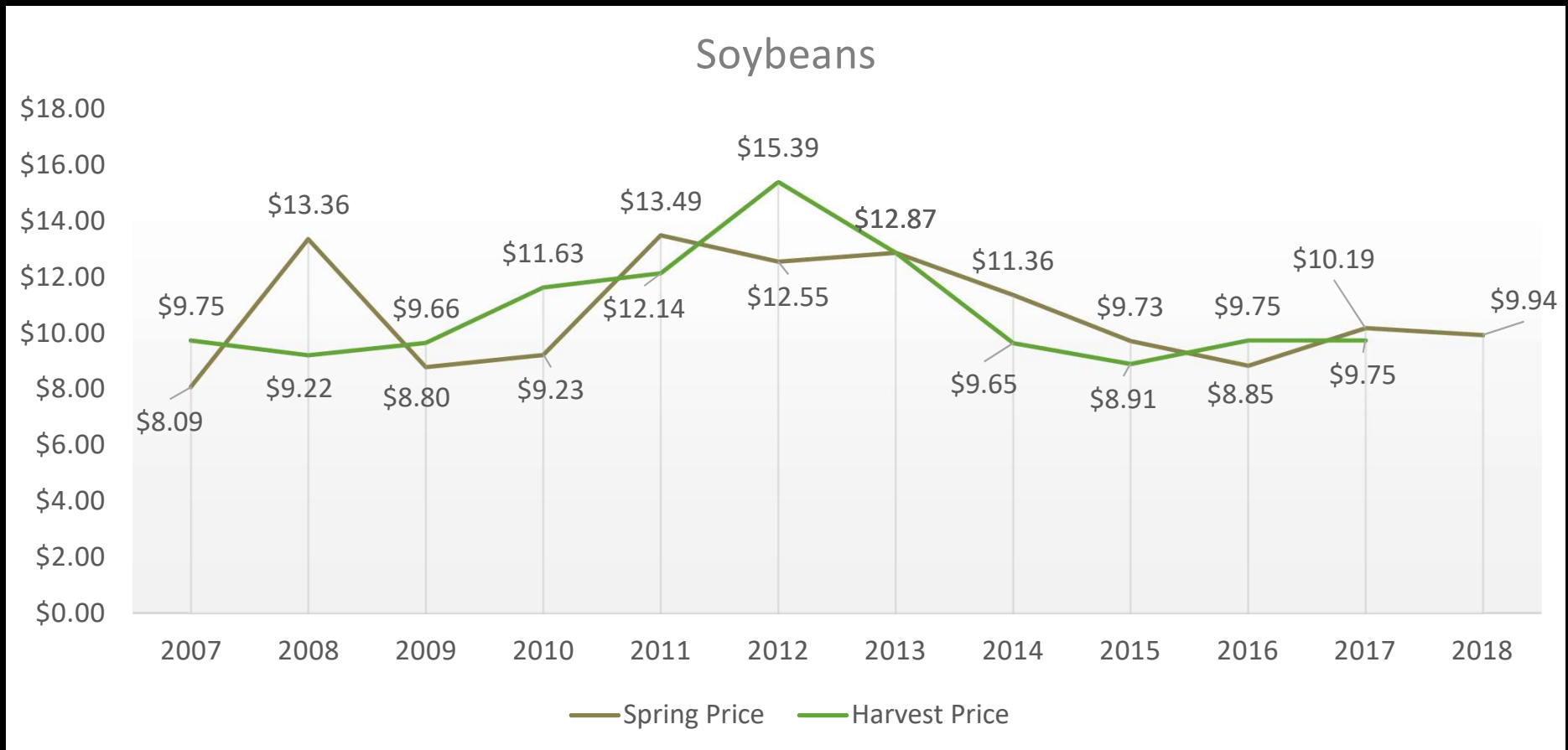
- 85% Cov. Level
- 80% Cov. Level
- 75% Cov. Level
- below 75% Cov. Level

# Crop Insurance Price History



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# Crop Insurance Price History



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# 2018 Premium Rate Changes

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- Soybeans base rates are unchanged to marginally lower

Example: Huron Co. beans 80% EU,  
about 25 cents / acre lower 2018 vs. 2017



- Corn base rates are mostly unchanged (very little movement)
- Volatility factors established the last 5 days of February will have an impact on final premiums as well as established commodity price



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# 2018 Federal Policy Changes

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## High Risk Areas Removed in these Ohio Counties (for 2018 Spring crops)

- Delaware
- Lucas
- Marion
- Miami
- Montgomery
- Morrow
- Sandusky
- Shelby
- Union
- Warren
- Wood



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# 2018 Federal Policy Changes

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## Prevent Plant Changes

- (PT) +10% buyup option no longer available
- If you had the (PT) option on your policy before, it will automatically get moved down to (PF) for 2018
- For 2018, highest prevent plant coverage with (PT) +5% option included is 60% for corn, 65% for soybeans
- RP policy still has prevent plant coverage, just at a lower level



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# 2018 Federal Policy Changes

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## Yield Cup Option

- “YC” will be an option on your policy for 2018
- Yield cup prevents your APH from falling more than 10% in any given year.
- This option does not cost you anything unless it is exercised
- “YC” will be added to all policies for 2018 as an option.



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# 2018 Supplemental Policies

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## Crop-Hail Policy

- Zero deductible for basic hail policy
- Very affordable and coverage effective within 2 hours
- Losses are adjusted in the field approx. 10 days after the hail storm
- Indemnities are paid based on a percentage of damage
- Rates: 36c / \$100 Corn, 70c / \$100 soybeans
- $\$0.36 \times \$600 = \$2.16$  / acre corn
- $\$0.70 \times \$500 = \$3.50$  / acre soybeans



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# 2018 Supplemental Policies

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## Crop-Hail Policy

- Additional coverages on Crop-Hail Policy
- Fire and lightning (before harvest and grain in harvester)
- Transit Coverage (grain covered to first place of storage or market within 100 miles)
- Vandalism and malicious mischief
- Stored grain (first place of storage, no coverage on commercially stored grain)



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# 2018 Supplemental Policies

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## Crop-Hail Policy - Optional add-ons

- Wind coverage (10% disappearing deductible)
  - Unrecoverable by mechanical harvesting equipment
  - Coverage expires Nov. 1
- Wind coverage can be added on a field by field basis by 6/15
- Extra harvest expense coverage available



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# 2018 Supplemental Policies

## Replant Extra

- Pays in addition to the multi-peril policy replant
- Federal policy pays 8 bu of corn, 3 bu of soybeans
- Can be purchased in increments of \$10-\$60 for corn, \$10-\$50 for soybeans

### Corn

Additional Coverage Amount	Cost / Acre
\$10	\$0.395
\$20	\$0.790
\$30	\$1.185
\$40	\$1.580
\$50	\$1.975
\$60	\$2.370

### Soybeans

Additional Coverage Amount	Cost / Acre
\$10	\$0.655
\$20	\$1.310
\$30	\$1.965
\$40	\$2.620
\$50	\$3.275

# 2018 Supplemental Policies

## REMINDERS - Replanting

- Must contact agent prior to replanting
- Acres planted before earliest plant date are not eligible for replanting payments.

### In Northern Ohio

Corn	Soybeans
4/10/2018	4/24/2018

Example:

600 acres corn x \$1.58 (\$40 replant extra cov.) = \$948.00  
\$948.00 / \$40 acre = 24 replanted acres would recover cost  
of the additional coverage



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# Rain and Hail Policyholder Services

## Benefits

- Make premium payments online
- Sign documents electronically
- View all your fields and associated aerial imagery on mapping
- Set up direct deposit claim payments
- View policy documents in an electronic filing cabinet
- Create your policyholder account at:

[www.rainhail.com](http://www.rainhail.com)

The screenshot displays the Rain and Hail website interface. At the top, the logo 'Rain and Hail A Chubb Company' is visible on the left, and 'Return to Services Site' is on the right. A navigation bar includes links for Home, About, Crop, Commercial / Farm & Ranch, Tools, and Resources. The main banner features a large image of two men in a field with the text 'DEFINING SERVICE.' and bullet points: 'Localized knowledge and support', 'Coverage customers need', and 'Fair and honest claims service'. Below the banner, a tagline reads 'Rain and Hail has the best people, providing the best service, supported by the best technology.' The page is organized into several columns: 'View Prices' with links to History, Announcements, Projected Prices, and Harvest Prices; 'Manage Account' with options to Create an Account (Agent, Policyholder) and Informational Pricing Calculations; 'Rain and Hail News' with recent news items; 'Claim Resources and FAQ'; 'ACRSI' with a 'New for crop year 2016!' announcement; and 'Annual Photo Contest' for 2018. The footer contains contact information, a disclaimer, and copyright notice for 2000-2017.



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# Rain and Hail Policyholder Services

## Manage Account

Create an Account:

- Adjuster
- Agent
- Policyholder



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# Agency Website

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[www.lundandsmith.com](http://www.lundandsmith.com)

Home To...

- Newsletters · Pertinent reminders
- Contact information for all agents · ACH form

Lund & Smith Insurance Services LLC

Providing Crop Insurance to America's Farmers Since 1991



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- No junk, only pertinent information that matters to you

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# 2018 Federal Policy Offering

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## Whole Farm Revenue Policy

- Works great for mid-sized livestock producers (under \$1m in livestock sales)
- Example: Cattle feeder-->has both a price protection component and death loss component
- You have a death loss problem, projected revenue stream from those head are missing or
- Fat cattle price declines from when you selected policy and when you had to market your cattle



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# 2018 Federal Policy Offering

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## Whole Farm Revenue Policy (continued)

- Works great for specialty crops and or contract crops not covered by revenue protection
- Pros:
  - High coverage levels for vegetables
  - High revenue crops like organic certified crops
  - Other crops that you have a contract price / grower contract to produce



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# 2018 Federal Policy Offering

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## Whole Farm Revenue Policy (continued)

- Pros continued:
  - Should be considered as loss of income insurance
  - You are protecting a revenue stream which correlates exactly to the economic experience on your farm
- Cons:
  - Claims cannot be settled until your insurance year tax returns are complete
  - First year paperwork is a challenge



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# Precision Ag and Crop Insurance

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## Reporting Options:

- Pulling acreage and production information directly from John Deere Operation Center
- Pulling acreage and production directly from other planter and combine monitors via SMS software (not using JD Operation Center)
  - Usually use a USB drive to get this done
  - We need the raw data to make this happen
    - Example: We want data derived directly from a planter monitor. Using the data gets more difficult if it hits APEX, Farmworks, or other softwares before we get it.



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# Leveraging your Revenue Policy

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- **Make certain you are aware of your guarantee bushels offered with your revenue based crop insurance policy.**

- **Example:**

- **Approved Yield    x    Cov. Level    =    Guaranteed Bu**
  - 50 bu beans                      80%                      40 bu / acre

- **Example:**

- 40 bu beans is your guaranteed bushels
- **Crop insurance guaranteed bushels can be marketed because they are guaranteed in this way: you either have the bushels you marketed to a processor/elevator OR you get a crop insurance indemnity for the missing bushels**



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# Leveraging your Revenue Policy

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- **Make certain you are aware of your guarantee bushels offered with your revenue based crop insurance policy.**
- **Use this guarantee to influence your marketing decisions. Opportunities to market bushels at satisfactory levels have been few in far between for 3-4 years, so we must take advantage of these opportunities when available.**
- **Crop insurance guaranteed bushels can be marketed because they are guaranteed in this way: you either have the bushels you marketed to a processor/elevator OR you get a crop insurance indemnity for the missing bushels**



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# Leveraging your Revenue Policy

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- **Crop insurance guaranteed bushels can be marketed because they are guaranteed in this way: you either have the bushels you marketed to a processor/elevator OR you get a crop insurance indemnity for the missing bushels**
  - **You may have to pay a market difference penalty for missing bushels which must be managed on a case by case basis**
  - **Set your mind to “I’m probably going to have the bushels.” Couple this mindset with the guaranteed crop insurance bushels when you buy your policy and taking advantage of profitable grain sale opportunities should follow**
  - **Don’t freeze at the wheel (easier said than done)**

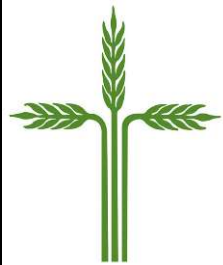


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# Introducing Mike Mock & Lansing Trade Group

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TRADE GROUP, LLC

# Thank You!

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## We Appreciate Your Business!



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