



FLORIDA CITRUS FRUIT APH



 AgVersity
SEPTEMBER, 2021



Confidential - Not for Distribution

1

Training Module



- The purpose of this webinar is to provide an overview of the Florida Citrus Fruit APH Insurance Program.
- We will cover content from the:
 - Crop Provisions (CP);
 - Special Provisions (SP);
 - Crop Insurance Standards Handbook (CISH); and
 - Loss Adjustment Standards Handbook (LASH).



The content of this webinar does not supersede policy provisions and is for informational purposes only.

For Training Purposes Only
Does not Supersede Policy Documents



2

Policy References



- References to where the information can be located at the bottom left of the slide.
- Reference acronyms:
 - AIB: Actuarial Information Browser
<https://webapp.rma.usda.gov/apps/actuarialinformationbrowser/>
 - BP: Basic Provisions 22.1-BR
<https://rma.usda.gov/Policy-and-Procedure/General-Policies>
 - CP: Florida Citrus Fruit Crop Provisions 23-FCF
<https://rma.usda.gov/en/Policy-and-Procedure/Crop-Policies>
 - CIH: Crop Insurance Handbook 18010-1 (06-2021)
<https://www.rma.usda.gov/en/Policy-and-Procedure/Coverage-Plans---1800>
 - CISH: APH Florida Citrus Fruit Crop Insurance Standards Handbook 20650U
<https://rma.usda.gov/en/Policy-and-Procedure/Privately-Developed-Products---20000>
 - LASH: APH Florida Citrus Fruit Loss Adjustment Standards Handbook 20650L-1
<https://rma.usda.gov/en/Policy-and-Procedure/Privately-Developed-Products---20000>
 - SP: Special Provisions
<https://webapp.rma.usda.gov/apps/actuarialinformationbrowser/>

CP 4(a)(1)

For Training Purposes Only
Does not Supersede Policy Documents



3

Acronyms



Additional Acronyms:

- AIP: Approved Insurance Provider
- APH: Actual Production History
- ARD: Acreage Reporting Date
- FCIC: Federal Crop Insurance Corporation
- RMA: Risk Management Agency

For Training Purposes Only
Does not Supersede Policy Documents



4

Program Development



Initiative by Florida Citrus Mutual membership following the aftermath of Hurricane Irma.



Existing program did not:

- Address the full spectrum of the exposure period to risk.
- Facilitate an accurate assessment of loss in a severe hurricane event due to likely absence of damaged fruit.
- Properly recognize fruit value.



For Training Purposes Only
Does not Supersede Policy Documents



5

Program Development



- AgriLogic Consulting (*Program Developer*)
 - Agricultural economic and insurance consulting firm.
 - Over 250 years combined experience in crop insurance program development, expert review, and administration.
 - Successful track record of developing and maintaining a broad array of sound risk management tools and insurance programs to the American agricultural producer.
- Timeline
 - Concept proposal submitted to FCIC Board on April 6, 2018
 - Approved for development on April 15, 2018
 - Final program approved on May 20, 2020
 - The APH plan of insurance became available for purchase for the 2022 crop year (2021-22 growing season).




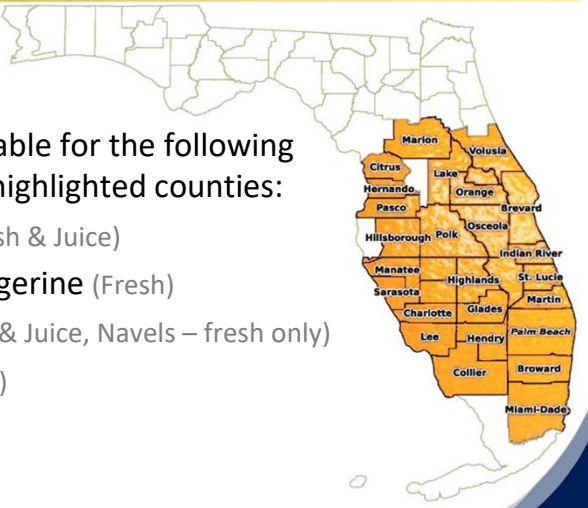
6



7

Program Availability






The program is available for the following commodities in the highlighted counties:

- Grapefruit (Fresh & Juice)
- Mandarin/Tangerine (Fresh)
- Oranges (Fresh & Juice, Navels – fresh only)
- Tangelos (Fresh)
- Tangors (Fresh)

AIB

For Training Purposes Only
Does not Supersede Policy Documents

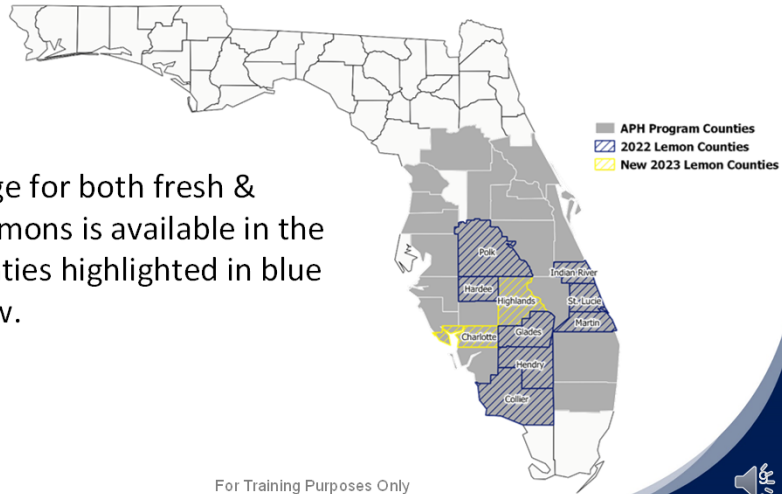


8

Program Availability



Coverage for both fresh & juice Lemons is available in the 10 counties highlighted in blue & yellow.



For Training Purposes Only
Does not Supersede Policy Documents



9

Actual Production History (APH)



- Plan 90
- Provides coverage for loss of production based upon the producer's actual yield history.



CISH 32A

For Training Purposes Only
Does not Supersede Policy Documents



10

Policy Mechanics



- The guarantee and amount of loss is determined on the total acres and production, even if you have less than 100% share in the crop.
- The total determined loss times the insured share equals the indemnity due.

For Training Purposes Only
Does not Supersede Policy Documents



11

Value of Production Guarantee



200 boxes	Approved Yield (Source: Production Report)
X <u>75%</u>	Coverage Level (Source: Application)
150 boxes	Production Guarantee / Acre
X <u>100</u>	Insurable Acres (Source: Acreage Report)
15,000 boxes	Production Guarantee
X \$10.00	FCIC Established Price
X <u>100%</u>	% of Price (Source: Application)
\$150,000	Value of the Production Guarantee

CP 12(b)

For Training Purposes Only
Does not Supersede Policy Documents



12

Value of Production To Count



10,000 boxes	Production to Count (Appraised/Harvested production from Loss Adjustment Worksheet)
X \$10.00	FCIC Established Price
X <u>100%</u>	% of Price (elected on the application)
\$100,000	Value of the Production to Count



CP 12(b)

For Training Purposes Only
Does not Supersede Policy Documents



13

Indemnity



\$150,000	Value of Production Guarantee
- <u>\$100,000</u>	Value of Production to Count
\$50,000	Loss
X <u>50%</u>	Share
\$25,000	Indemnity



CP 12(b)

For Training Purposes Only
Does not Supersede Policy Documents



14

Important Dates (2023 Crop Year)



Sales Closing Date (SCD):	Nov. 1, 2021
Beginning of Insurance:	Dec. 1, 2021
Acreage Reporting Date (ARD):	Dec. 15, 2021
Production Reporting Date:	Dec. 15, 2021
Premium Billing Date:	Aug. 15, 2022
Contract Change Date:	Aug. 31, 2022



CP Sect. 4, 5 & 9, AIB

For Training Purposes Only
Does not Supersede Policy Documents

15

Definitions



- **Box** - A standard field box as prescribed in the State of Florida Citrus Fruit Laws or contained in the Special Provisions.
- **Buckhorn** - To prune any limb at a diameter of at least three inches for citrus.



CP Sect. 1

For Training Purposes Only
Does not Supersede Policy Documents

16

Definitions



- **Citrus fruit commodity** – Citrus fruit as follows:
 - Oranges;
 - Grapefruit;
 - Tangelos;
 - Mandarins/Tangerines;
 - Tangors;
 - Lemons; and
 - Any other citrus fruit commodity designated in the actuarial documents.



CP Sect. 1

For Training Purposes Only
Does not Supersede Policy Documents



17

Definitions



- **Citrus fruit group** – A designation in the Special Provisions used to identify combinations of types within a citrus fruit commodity that may be grouped together for the purposes of electing coverage levels and identifying the insured crop.



Oranges Fruit Groups	Grapefruit Fruit Groups	Lemons Fruit Groups	Mandarins/Tangerines Fruit Groups	Tangelos Fruit Groups	Tangors Fruit Groups
Early & Mid Fresh	Fresh	Fresh	Fresh	Fresh	Fresh
Early & Mid Juice	Juice	Juice			
Late Fresh					
Late Juice					
Navel Fresh					

CP Sect. 1

For Training Purposes Only
Does not Supersede Policy Documents



18

Definitions



- **Crop Year** - The period beginning with the date insurance attaches to the insured crop and extending through normal harvest time. It is designated by the calendar year following the year in which the bloom is normally set.



- **Harvest** - The severance of mature citrus fruit from the tree by pulling, picking, shaking, or any other means, or collecting the marketable citrus fruit from the ground.



CP Sect. 1

For Training Purposes Only
Does not Supersede Policy Documents



19

Definitions



- **Hedged** - A process of trimming the sides of the citrus trees for better or more fruitful growth of the citrus fruit.
- **High Density and Standard Density** – Groves containing the number of trees per acre specified in the Special Provisions:
 - Standard Density: Equal to or less than 175 trees/acre
 - High Density: More than 175 trees/acre
- **Interplanted** - Acreage on which two or more agricultural commodities are planted in any form of alternating or mixed pattern.

CP Sect. 1, SP

For Training Purposes Only
Does not Supersede Policy Documents



20

Definitions



- **Topped** – A process of trimming the uppermost portion of the citrus trees for better and more fruitful growth of the citrus fruit.
- **Top worked** - A buckhorned citrus tree with a new scion grafted onto the interstock.
- **Unmarketable** – Citrus fruit that cannot be processed into products for human consumption.

CP Sect. 1

For Training Purposes Only
Does not Supersede Policy Documents



21

Covered Causes of Loss



- Adverse weather;
- Fire (unless weeds & undergrowth have not been controlled or pruning debris has not been removed from the grove);
- Diseases, only if specified in the Special Provisions;
- Post-bloom fruit drop due to adverse weather (provided recommended disease control measures are applied).

CP 10(a)

For Training Purposes Only
Does not Supersede Policy Documents



22

Causes of Loss Not Covered



- Act by a person (e.g. chemical drift, fire, terrorism, etc.);
- Failure to follow good farming practices;
- Water contained in structures (dams, reservoir) when acreage is within the designed limits;
- Failure/breakdown of irrigation unless due to insurable cause;
- Failure to carry out good irrigation practice for irrigated acreage;
- Any cause of loss not evident.
- Damage or loss due to inability to market the citrus fruit for any reason other than actual physical damage from an insurable cause. Inability to market due to quarantine, boycott or refusal of any person to accept production is not covered.

CP 10(b), BP 12

For Training Purposes Only
Does not Supersede Policy Documents



23

Insurance Period



- Coverage begins the later of:
 - Date the application is accepted; or
 - December 1, 2020.
 - Coverage attaches on December 1, 2021 if you acquire an insurable share in acreage after December 1 but on or before:
 - The acreage reporting date (12/15/2021) – may be accepted following an inspection by the insurance company.
 - May 15, 2022, provided:
 - No cause of loss has occurred; and
 - An appraisal has determined the acreage will produce at least 90% of the Approved Yield for the unit.



BP 6(d)(1), & 11(a), CP 6 & 9(a)

For Training Purposes Only
Does not Supersede Policy Documents



24

Insurance Period



- Coverage ends for each unit or part of a unit, the earliest of:
 - Destruction, abandonment or harvest of the insured crop;
 - Final adjustment of loss on a unit; or
 - Calendar Date for the End of Insurance:
 - Navels, Orlando tangelos & tangerines Feb. 7, 2023
 - Early-season and all other tangelos Feb. 28, 2023
 - Mid-season oranges and temples Mar. 31, 2023
 - Lemons Apr. 30, 2023
 - Murcotts May 15, 2023
 - Grapefruit & late-season oranges Jun. 30, 2023



BP 11(b), CP 9(a)

For Training Purposes Only
Does not Supersede Policy Documents



25

Insurance Period



- If share in acreage is relinquished on or before the 12/15 ARD, insurance does not attach, and no premium or indemnities are due unless a Transfer of Coverage & Right to Indemnity request is submitted and accepted.
- Insurance remains in effect if the share is relinquished after the acreage reporting date subject to BP and CP.



CP 9(b)(2)

For Training Purposes Only
Does not Supersede Policy Documents



26

Units



- Basic – determined by share arrangement.
- Optional – Basic units divided into optional units by:
 - Section (section equivalent, or FSA farm serial number if sections aren't available);
 - Non-contiguous land; and
 - Organic practice.
- Enterprise Unit
 - All insurable acres of the insured crop (citrus fruit group) in the county.
 - Must be elected on the application by Sales Closing Date (11/1).



BP 2 & 34, CP 2

For Training Purposes Only
Does not Supersede Policy Documents



27

Enterprise Units



- Enterprise Unit Discounts based on the number of acres in the EU.
 - Up to 199.99 acres
 - 200 – 799.99 acres
 - 800+ acres
- Higher premium subsidy factors for EU.



Subsidy Factors										
Coverage Level		CAT	0.50	0.55	0.60	0.65	0.70	0.75	0.80	0.85
Subsidy Factor	Basic Unit	1.000	0.670	0.640	0.640	0.590	0.590	0.550	0.480	0.380
	Optional Unit		0.670	0.640	0.640	0.590	0.590	0.550	0.480	0.380
	Enterprise Unit		0.800	0.800	0.800	0.800	0.800	0.770	0.680	0.530

AIB

For Training Purposes Only
Does not Supersede Policy Documents



28

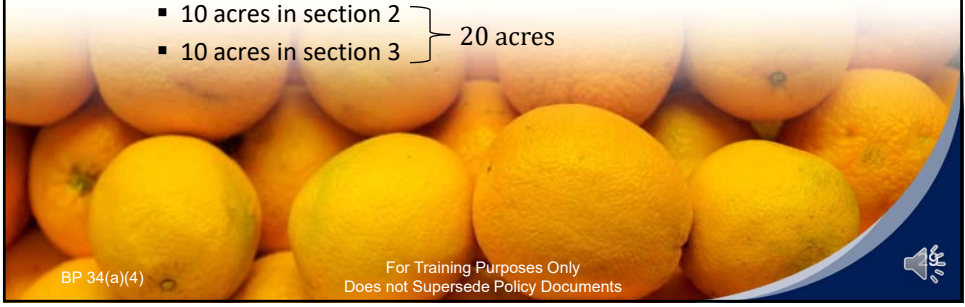
Enterprise Units



- Enterprise Unit Qualifiers

- Must have at least the lesser of 20 acres or 20% of the insured crop’s planted acreage in each of at least 2 sections, section equivalents or FSA farm numbers.
- Can be aggregated to meet the 20/20 rule.
 - 80 acres in section 1
 - 10 acres in section 2
 - 10 acres in section 3

} 20 acres



BP 34(a)(4)

For Training Purposes Only
Does not Supersede Policy Documents



Reporting Requirements



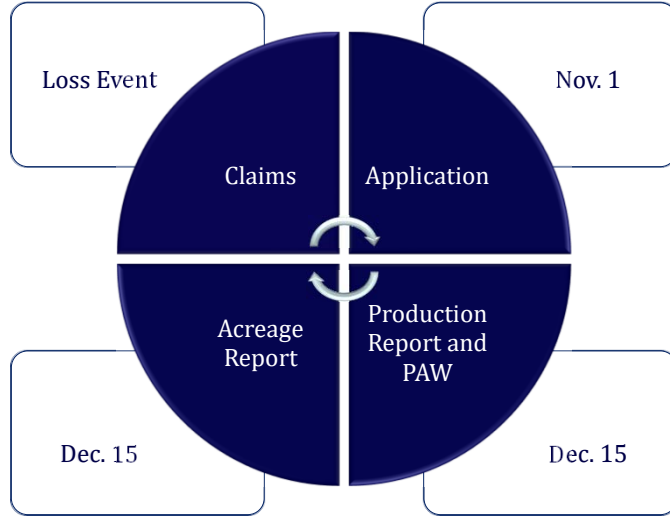
The following chart illustrates the primary reporting documents. Other documents may be required (e.g. power of attorney, copy of production contract, etc.)

Document	Due Date	Establishes:
Application	11/1/2021	County, crop (citrus fruit group), coverage level, % of price election, options, election of Enterprise Units
Acreage Report	12/15/2021	Insurable acres, share, guarantee, liability, premium
Production Report	12/15/2021	Approved Yield, Units (BU or OU), options
Pre-Acceptance Worksheet (PAW)	12/15/2021	Insurability, Approved Yield adjustments

For Training Purposes Only
Does not Supersede Policy Documents



Policy Requirements



For Training Purposes Only
Does not Supersede Policy Documents



31



Application

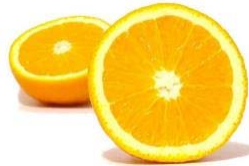


32

Application



- Sales Closing Date (SCD): November 1, 2021
- Coverage changes in subsequent years must be requested by the SCD.
- Requests to elect a higher coverage level, price percentage or optional coverage will not be accepted if a cause of loss that could or would cause damage is evident at the time the request is made.



AIB, CP 3(e) & (f)

For Training Purposes Only
Does not Supersede Policy Documents



33

Application



- Election to insure is by fruit group.
 - May elect coverage for Early & Mid Oranges (Juice) but not insure Early & Mid Oranges (Fresh).
 - A separate administrative fee is due for each citrus fruit group insured.



CP 3(a), CISH 13(a)

For Training Purposes Only
Does not Supersede Policy Documents



34

Coverage Level



- Coverage Levels from 50% to 85%
- You may elect different coverage levels by type within the fruit group. For example, for Early & Mid Juice Fruit Group you may elect to insure:
 - Early Juice Oranges @ 70%
 - Mid Non-Valencia Juice Oranges @ 75%
 - Mid Valencia Juice Oranges @ 80%



CP 3(a) & (b), CISH 13A

For Training Purposes Only
Does not Supersede Policy Documents



35

Commodities, Fruit Groups and Types



Commodity	Citrus Fruit Group	Type
Oranges	Early & Mid (Fresh)	Early (Fresh)
		Mid Non-Valencia (Fresh)
		Mid Valencia (Fresh)
	Early & Mid (Juice)	Early (Juice)
		Mid Non-Valencia (Juice)
		Mid Valencia (Juice)
	Late (Fresh)	Late (Fresh)
	Late (Juice)	Late (Juice)
	Navel (Fresh)	Navel (Fresh)



ALS, CISH 14A

For Training Purposes Only
Does not Supersede Policy Documents

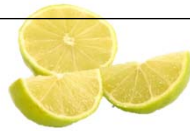


36

Commodities, Fruit Groups and Types



Commodity	Citrus Fruit Group	Type
Grapefruit	NCTS (Fresh)	Fresh
	NCTS (Juice)	Juice
Lemons	NCTS (Fresh)	Fresh
	NCTS (Juice)	Juice
Mandarins/Tangerines	NCTS (Fresh)	Fresh
Tangelos	NCTS (Fresh)	Fresh
Tangors	Murcotts & Temples (Fresh)	Murcotts
		Temples



AIB, SP, CISH 14A

For Training Purposes Only
Does not Supersede Policy Documents



37

Catastrophic Endorsement



- CAT endorsement is available. If elected, it applies to all insured acreage of the crop (citrus fruit group).
 - 50% Coverage Level
 - 55% of the Price Election
 - Basic units only
 - Excludes written agreements
 - Excludes hail and fire exclusion
 - Excludes YA, YC, YE, and Frost Protection Option.
 - 100% premium subsidy
 - \$655 administrative fee / fruit group insured (BFR, VFR, limited resource exceptions apply)
 - The same coverage level and price election percentage applies for all types within the citrus fruit group.



CP Sect. 3(d), Catastrophic Endorsement

For Training Purposes Only
Does not Supersede Policy Documents



38

Percentage of Price Election



An established FCIC price for each crop/type/practice will be published in the AIB to determine the liability and the value of lost production.

You may elect to insure a different percentage of the established FCIC price by type within a citrus fruit group.

- Early Juice Oranges insured @ 75% of the price.
- Mid Non-Valencia Juice Oranges insured @ 85% of the price.
- Mid Valencia Juice Oranges insured @ 100% of the price.



CP Sect. 3(c)

For Training Purposes Only
Does not Supersede Policy Documents



39

Contract Price



- You may elect to use the price from your production contract price, adjusted to reflect harvest costs.
 - Must be submitted by the Acreage Reporting Date (12/15).
 - Maximum Contract Price Factor: The contract price is capped at 1.2 times the established price for the type.
 - Refer to Special Provisions for additional information.



SP

For Training Purposes Only
Does not Supersede Policy Documents



40

Options



Option	Code	Deadline	Description
Contract Pricing	CP	12/15	Allows use of contract price in place of FCIC established price.
Hail & Fire Exclusion	HF	Multiple	Excludes hail and fire as insurable causes of loss for a premium discount.
With Frost Protection	FR	12/15	Provides a discount for frost protection that is customary to the area and capable of applying at least 2,000 gal./hour/acre.
Yield Adjustment	YA	12/15	Substitutes 60% of the county T-Yield for low yield years.
Yield Cup	YC	11/1	Prevents the approved yield from dropping more than 10% in a year.
Yield Exclusion	YE	11/1	Allows the grower to exclude catastrophic years.

AIB

For Training Purposes Only
Does not Supersede Policy Documents



41



Production Report and Pre-Acceptance Worksheet (PAW)



42

Production Report



- PRs are used to:
 - Collect historical yields for new participants in the APH plan;
 - Collect the prior crop year(s) production for carryover insureds; or
 - Correct or recertify past yields for carryover insureds.
- Lag year – The 2023 crop year PRD is due 12/15/2021. The most recent production records will be for the 2020-21 season and the 2021-22 season will not be included.



CP Sect. 3(g), CIH Part 13

For Training Purposes Only
Does not Supersede Policy Documents



43

Production Report



An acceptable PR must:

- Include all acreage & production for each crop year certified;
 - Includes acreage that is no longer being farmed.
 - Certify 100% of acres and 100% of production harvested, even if you had less than 100% share.
 - Fresh types includes production that doesn't pack as fresh and is sold as juice.
- Certified according to the unit structure (BU, OU, EU);
- Contain no break in continuity in years reported;

cont'd.

CIH 1302A

For Training Purposes Only
Does not Supersede Policy Documents



44

Production Report



An acceptable PR must (cont'd):

- Be supported by written verifiable records (provided upon request);
- Be signed by the insured; and
- Be submitted by the Production Reporting Date (PRD) of Dec. 15.



CIH 1302A

For Training Purposes Only
Does not Supersede Policy Documents



45

Production Report



Production must be reported separately for each:

- Crop (Citrus Fruit Group)
- Unit
- Type [Early Season (Juice), Mid Season Valencia (Juice), etc.]
- Practice
 - Density
 - Standard density < 175 trees/acre
 - High density > 175 trees / acre
 - Conventional, Transitional, or Organic
- Insurable and uninsurable acreage.



CIH Part 13

For Training Purposes Only
Does not Supersede Policy Documents



46

Production Report



If production is reported by block, databases can be established by block. There may be multiple blocks in a unit.



CIH 1851

For Training Purposes Only
Does not Supersede Policy Documents



47

Acceptable Verifiable Records



Acceptable verifiable records of production certified on the PR must be provided upon request and include:

- Records of production commercially sold or stored by a disinterested third-party.
- Claim for Indemnity.
- Approved insurance provider (AIP) or Farm Service Agency (FSA) appraisal for unharvested acres.
- Pre-Harvest appraisal.



CIH 1416

For Training Purposes Only
Does not Supersede Policy Documents



48

Commingling



If production is commingled between:

- Units
 - Assigned yields will apply.
 - Optional units will be combined.
- Databases with different practice/type/other characteristics within a unit will be allocated using a Multi-purpose Production and Yield Worksheet.

CIH Part 10 & 1853

For Training Purposes Only
Does not Supersede Policy Documents



49

Commingling



Production from insurable and uninsurable acreage must be reported separately; however, this provision does not apply to 1 and 2-year old trees.

- Acreage is not considered to have harvestable fruit production.
- You must certify on the PAW that production from underage trees was not harvested and commingled with production from insurable acreage.



CISH 36, CIH 1803

For Training Purposes Only
Not to Supersede Published Policy



50

Database



- The information from the Production Report will be used to create a database to calculate the Approved Yield.
- The database must contain at least 4 years of yields but cannot exceed 10.

Crop Year	Production	Acres	Yield	Yield Descriptor
2012	6,000	100	60	A
2013	30,100	100	301	A
2014	27,900	100	279	A
2015	22,000	100	220	A
2016	21,700	100	217	A
2017	20,900	100	209	A
2018	11,000	100	110	A
2019	9,000	100	90	A
2020	20,200	100	202	A
2021	21,000	100	210	A
Approved Yield			190	



FL Citrus Statistics 2018-2019 Report

For Training Purposes Only
Does not Supersede Policy Documents



51

Database



Databases must be established by:

- Crop/Citrus Fruit Group [e.g. Early and Mid (Juice)]
- Unit
- Type [e.g. Early Season (Juice), Mid Season Valencia (Juice)]
- Practice
 - Density
 - Standard density < 175 trees/acre
 - High density > 175 trees / acre
 - Conventional, Transitional, or Organic
- Other Characteristics



CIH 1850

For Training Purposes Only
Does not Supersede Policy Documents



52

Variable T-Yield



- If 4 years of actual yields are not available, the database will be completed with the Transitional Yield (T-Yield) for the county/crop/type/practice/age (published in the AIB).
- The % of T-Yield will be dependent on the number of years of actual yields you provided.



CIH 1855A & B

# of Years of Yields Certified	% of T-Yield Used to Complete Database
0	65%
1	80%
2	90%
3	100%

For Training Purposes Only
Does not Supersede Policy Documents

Variable T-Yield

T-Yield = 165 boxes/acre



0 Years of Actual Yields Submitted				
Crop Year	Production	Acres	Yield	Yield Descriptor
2018	0	100	107	S
2019	0	100	107	S
2020	0	100	107	S
2021	0	100	107	S
Approved Yield			107	

2 Years of Actual Yields Submitted				
Crop Year	Production	Acres	Yield	Yield Descriptor
2018	0	100	149	N
2019	0	100	149	N
2020	20,200	100	202	A
2021	21,000	100	210	A
Approved Yield			178	

1 Year of Actual Yields Submitted				
Crop Year	Production	Acres	Yield	Yield Descriptor
2018	0	100	132	E
2019	0	100	132	E
2020	0	100	132	E
2021	21,000	100	210	A
Approved Yield			152	

3 Years of Actual Yields Submitted				
Crop Year	Production	Acres	Yield	Yield Descriptor
2018	0	100	165	T
2019	9,000	100	90	A
2020	20,200	100	202	A
2021	21,000	100	210	A
Approved Yield			167	

CIH 1856

For Training Purposes Only
Does not Supersede Policy Documents

Acreage Coming of Age



When a new block comes of age (e.g. 3rd leaf year) and there is no existing database in the unit of the same type and practice, a new database will be established using variable T-Yields.

For Training Purposes Only
Not to Supersede Published Policy



55

Acreage Coming of Age



If there is an existing database in the unit of the same type and practice and the added acreage is:

- Less than 30% of the existing acreage it will be added to the existing database.
 - Production and acreage from the uninsurable years are excluded from the database;
 - The approved yield applies to all acreage; and
 - Once combined, the added acreage cannot be removed.
- 30% or greater than the existing acreage, a new database is established for the added acreage using variable T-yields.



CISH 36 – 1860A

For Training Purposes Only
Not to Supersede Published Policy



56

Added Land/New Producer



New producers or carryover insureds who purchase or lease new acreage may use the prior producer's records.

- Acceptable hard copy records or claim records must be submitted by the PRD.
- If less than 4 years or records or no records are available:
 - The database will be set up using variable T-Yield.
 - % of T-Yield (65%, 80%, 90%, or 100%) is determined on the number of years with actual yields in the database for the location instead of on a crop/county basis.



CIH 1861

For Training Purposes Only
Not to Supersede Published Policy



57

Approved Yield Options Yield Adjustment (YA)



You may elect to substitute 60% of the applicable T-yield in place of low yields caused by drought, flood or other natural disasters.

- Beginning Farmer and Ranchers (BFR) & Veteran Farmers and Ranchers (VFR) qualify for 80%.
- Must be elected by Production Reporting Date (12/15).
- Increases premium only for databases with a substitution.

CIH Part 15, Sect. 3

For Training Purposes Only
Does not Supersede Policy Documents



58

Approved Yield Options Yield Adjustment (YA)



With YA				
Crop Year	Production	Acres	Yield	Yield Descriptor
2012	6,000	100	60 152	YA
2013	30,100	100	301	A
2014	27,900	100	279	A
2015	22,000	100	220	A
2016	21,700	100	217	A
2017	20,900	100	209	A
2018	11,000	100	110 127	YA
2019	9,000	100	90 127	YA
2020	20,200	100	202	A
2021	21,000	100	210	A
Rate Yield			190	
Approved Yield			204	



Crop Year	T-Yield	60%
2012	253	152
2013	249	149
2014	243	146
2015	240	144
2016	235	141
2017	229	137
2018	212	127
2019	212	127
2020	199	119
2021	193	116

CIH Part 15, Sect. 3

For Training Purposes Only
Does not Supersede Policy Documents



59

Approved Yield Options Yield Adjustment (YA)



- Can opt out year(s) to lower premium.
- Each database can have different opt out years.
- You must select years to opt out by PRD.



With YA				
Crop Year	Production	Acres	Yield	Yield Descriptor
2012	6,000	100	60 152	YA
2013	30,100	100	301	A
2014	27,900	100	279	A
2015	22,000	100	220	A
2016	21,700	100	217	A
2017	20,900	100	209	A
2018	11,000	100	110 127	YA
2019	9,000	100	90	YA opt out
2020	20,200	100	202	A
2021	21,000	100	210	A
Rate Yield			190	
Approved Yield			201	

CIH Part 15, Sect. 3

For Training Purposes Only
Does not Supersede Policy Documents



60

Approved Yield Options Yield Exclusion (YE)



Excludes actual yields for a crop year when the county yield in that year was < 50% of the 10-year simple average. Also available for contiguous counties.

Example: St. Lucie County Grapefruit

Yield Exclusions		
Eligible Yield Exclusion Years	2019 (C) 2018 (P) 2017 (C) 2006 (C)	2019 (C) 2018 (P) 2017 (C) 2006 (C)

CIH Part 15, Sect. 4

For Training Purposes Only
Does not Supersede Policy Documents



61

Approved Yield Options Yield Exclusion (YE)



- Must be elected by SCD as “YE” option code.
- Continuous until cancelled.
- Premium is based upon effective coverage level, but the subsidy is based on elected coverage level.

Example: Elected coverage level is 70% but adding YE results in a guarantee equivalent to 75% coverage.

- The premium rate will be based on 75% coverage level.
- The subsidy will be based on 70% coverage level.

CIH Part 15, Sect. 4

For Training Purposes Only
Does not Supersede Policy Documents



62

Approved Yield Options Yield Exclusion (YE)



- The county is eligible for YE in 2018 and 2019.
- Non-YE actual yields are summed and divided by 8.



With YE				
Crop Year	Production	Acres	Yield	Yield Descriptor
2012	6,000	100	60	A
2013	30,100	100	301	A
2014	27,900	100	279	A
2015	22,000	100	220	A
2016	21,700	100	217	A
2017	20,900	100	209	A
2018	11,000	100	110 NA	YE
2019	9,000	100	90 NA	YE
2020	20,200	100	202	A
2021	21,000	100	210	A
Rate Yield			190	
Approved Yield			212	

CIH Part 15, Sect. 4

For Training Purposes Only
Does not Supersede Policy Documents



63

Approved Yield Options Yield Exclusion (YE)



- You can “opt out” of a year(s). Reasons to opt out:
 - Actual yield is high for the crop year to be excluded.
 - To lower premium.
- You must select yields to opt out by PRD.



With YE				
Crop Year	Production	Acres	Yield	Yield Descriptor
2012	6,000	100	60	A
2013	30,100	100	301	A
2014	27,900	100	279	A
2015	22,000	100	220	A
2016	21,700	100	217	A
2017	20,900	100	209	A
2018	11,000	100	110	YE Opt Out
2019	9,000	100	90 NA	YE
2020	20,200	100	202	A
2021	21,000	100	210	A
Rate Yield			190	
Approved Yield			201	

CIH Part 15, Sect. 4

For Training Purposes Only
Does not Supersede Policy Documents



64

Approved Yield Options

YA & YE



- Can elect both options.
- YE will prevail if the year is eligible for both unless you have opted out of YE for the year.
- Required to determine premium:
 - Rate Yield: Simple average of actual yields
 - Adjusted Yield – with YA but without YE.
 - Approved Yield

With YE				
Crop Year	Production	Acres	Yield	Yield Descriptor
2012	6,000	100	60 152	YA
2013	30,100	100	301	A
2014	27,900	100	279	A
2015	22,000	100	220	A
2016	21,700	100	217	A
2017	20,900	100	209	A
2018	11,000	100	110 NA	YE
2019	9,000	100	90 NA	YE
2020	20,200	100	202	A
2021	21,000	100	210	A
Rate Yield			190	
Adjusted Yield			204	
Approved Yield			224	

CIH 1549

For Training Purposes Only
Does not Supersede Policy Documents



65

Approved Yield Adjustments

Potential Yield Reduction



Yield reductions will be made based on effects of circumstances that may reduce yields (interplanting, buckhorning, removal, etc.). If circumstance occurred:

- Before beginning of insurance with notification by the Production Reporting Date (PRD), the yield will be reduced for current crop year regardless of cause of loss (insured or uninsured).
- After beginning of insurance and notification prior to PRD, the yield will be reduced for current crop year only if due to an uninsured cause of loss; or



cont'd.

CP 3(i)

For Training Purposes Only
Does not Supersede Policy Documents



66

Approved Yield Adjustments Potential Yield Reduction



Yield reductions, cont'd.

- Before or after beginning of insurance and no notification provided:
 - Reduction in yield will be added to the production to count for claims purposes, and
 - The yield will be reduced for the subsequent crop year.



CP 3(4)

For Training Purposes Only
Does not Supersede Policy Documents



67

Approved Yield Adjustments High Variability



High variability testing will be conducted on each database to identify APH adjustments that may be needed for :

- Alternate Bearing; or
- Downward Trending



CIH 1862

For Training Purposes Only
Does not Supersede Policy Documents



68

Approved Yield Adjustments

RO Determined Yields



A request for a determined yield from the RMA Regional Office (RO) are available for the following situations:

- Higher yield requests (a greater yield than the average APH yield is requested with reasonable cause);
- When productivity is reduced as identified on the PAW;
- Change in practice or production methods;
- Inadequate irrigation water supply;
- Unusual cases;
- High variability yield adjustments when you can show the adjustment is not appropriate; and
- Underage crop insurability.



CIH 1881

For Training Purposes Only
Does not Supersede Policy Documents



69

PAW



A Pre-Acceptance Worksheet (PAW) must be submitted by the Production Reporting Date of 12/15 to substantiate the condition of the grove and identify any changes that could affect production.



CP 3(h), CIH Part 18 Sect. 4

For Training Purposes Only
Does not Supersede Policy Documents



70

PAW



Acreage reductions due to percent of stand are not applicable if the original stand is maintained by resetting trees.

Percent Stand

acres)). The percent stand column would display 80% stand and in the acres column there would be 10 acres. The Acreage Report would reflect 8.0 insurable acres due to the removal of 2.0 acres of trees.

Percent of stand and acreage reductions are not applicable to the APH FCF if the original stand is maintained through the set out of replacement trees.

CISH 36

For Training Purposes Only
Does not Supersede Policy Documents



71

PAW



Citrus greening does not require a "Yes" on the PAW for the damage question.

Has Damage (E.G., Disease, Hail, Freeze) Occurred to Trees/Vines/Bushes/Bog that Will Reduce the Insured Crop's Production from Previous Crop Years?
If applicable, list type of disease.

An insured must answer "YES" if they have a tree disease present in the orchard/grove. Provide the type of disease identified by the insured, e.g., Citrus Blight, Citrus Canker, Citrus Tristeza.

The presence of citrus greening is not applicable for this element and does not require a "Yes" response.

If yes to damage caused by disease, list type of disease.

CISH 36

For Training Purposes Only
Not to Supersede Published Policy



72

PAW



Hedging and topping do not require a “Yes” if it is a standard production practice for the grove.

Have Practices or Production Methods (e.g., Removal, Dehorning, Grafting, Transitioning to or from Organic been Performed that Will Reduce the Insured Crop’s Production from Previous Crop Years?	<p>If the insured answers “YES”, hard copy records of acreage and production are required.</p> <p>Additionally for Texas Citrus Fruit, if trees have been dehorned within the last 8 policy crop years, insureds must answer “YES”.</p> <p>If the acreage was dehorned prior to the current crop year and the dehorned acreage has been inspected and accepted, it will not be necessary to reinspect the acreage or require hard copy records of acreage and production (unless productivity is reduced compared to the year it was last inspected).</p> <p>Not applicable to insured APH FCF acreage that is hedged or topped as part of a standard production practice.</p>
---	---



CIH 1821

For Training Purposes Only
Not to Supersede Published Policy



73



Acreage Report



74

Acreage Report



- Acreage Reporting Date (ARD):
Dec. 15, 2021
- Establishes:
 - Insurable Acres
 - Uninsurable Acres
 - Share
- To determine the:
 - Guarantee
 - Liability
 - Premium



BP 1 and 6, AIB

For Training Purposes Only
Does not Supersede Policy Documents



75

Insured Crop



All insurable acreage in the county of the insured fruit group in which you have a share that is grown:

- On trees adapted to the area;
- In a grove inspected by the AIP and considered acceptable; and
- Trees that have meet the minimum age requirements.

CP 7(a), CISH 14A

For Training Purposes Only
Does not Supersede Policy Documents



76

Insured Crop



The minimum age requirement for insurability is 3 leaf years.

- The set out year for trees set out prior to July 1 is the calendar year the trees are set out.
- The set out year for trees set out on or after July 1 is the following calendar year.

Leaf year = policy crop year – set out year.

Example for 2023 crop year:

Trees set out in 2020 prior to 7/1 are insurable ($2023 - 2020 = 3$).

Trees set out in 2020 on or after 7/1 are uninsurable ($2023 - 2021 = 2$).

SP, CIH 1818

For Training Purposes Only
Does not Supersede Policy Documents



77

Insured Crop



- To insure as fresh, you must provide:
 - Fresh fruit sales records from 2 of the most recent 4 crop years for the acreage (upon request); or
 - A current year fresh fruit marketing contract for acreage:
 - That will be initially be reported as insured acreage for the crop year (e.g. new acreage); or
 - For which this is the 1st year of production of fresh fruit.
- Uninsurable:
 - Meyer lemons, sour oranges, or Clementines; or
 - Types not specified in the Special Provisions (SP).



CP 7(b) & (c)

For Training Purposes Only
Does not Supersede Policy Documents



78

Insurable Acreage



Interplanted acreage

- Citrus trees interplanted with another type or another perennial agricultural commodity is insurable if accepted by the AIP.
- Acreage will be prorated according to the % of acres of each type or agricultural commodities.
- Combination of interplanted acres can't exceed the physical amount of acreage.



CP 8(a)

For Training Purposes Only
Does not Supersede Policy Documents



79

Uninsurable Acreage



- Acreage that is 6 years or older that didn't produce at least 100 boxes of fruit per acre in 1 of the 2 previous crop years (2021 & 2020 for the 2023 CY); or
- Acreage that has been abandoned.



CP 8(b)

For Training Purposes Only
Does not Supersede Policy Documents



80

Acreage Adjustments



Insurable acreage must be reduced:

- When a significant decrease in original plant stand results due to damaged or removed trees. Significant decrease in stand:
 - Reduction affects potential production; and
 - Decrease in % of stand is $\geq 20\%$.
 - Determined for each database.
 - Must be retained until the acreage becomes insurable (e.g. 3rd leaf year).



Cont'd.

CIH 1810

For Training Purposes Only
Does not Supersede Policy Documents



81

Acreage Adjustments



Insurable acreage must be reduced (*cont'd*):

- For uninsurable acreage as provided in the CP or SP, e.g., underage trees.
- Only for the current and subsequent crop years, unless sufficient documentation exists to adjust the prior year's acreage or a new APH database is being established (e.g., new insured with acreage reduction in previous crop years which is included in the current year's production report).

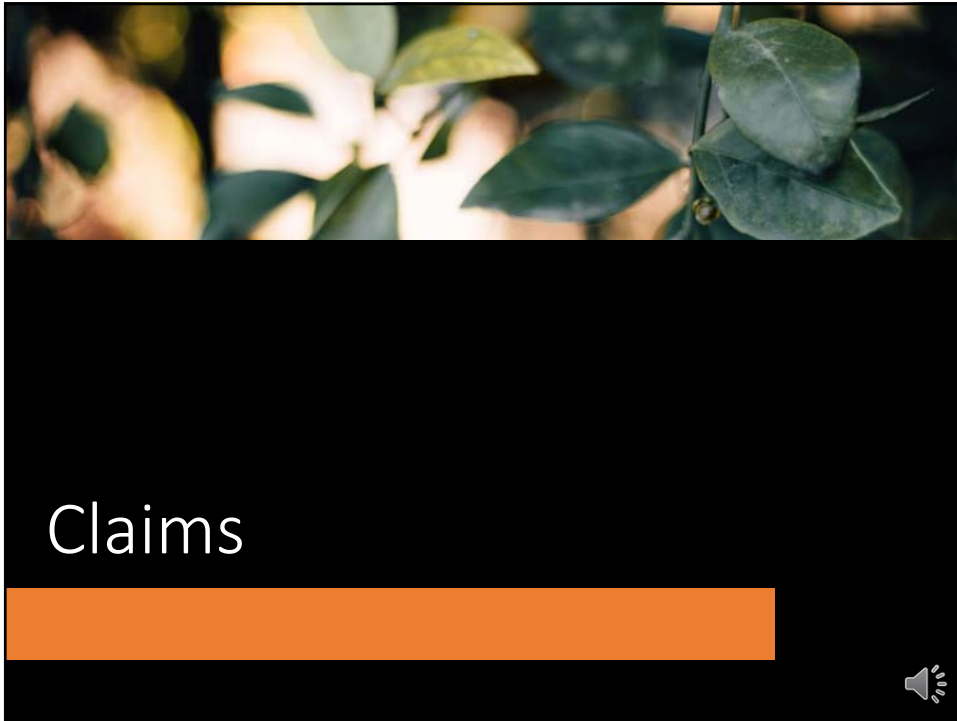


CIH 1810

For Training Purposes Only
Does not Supersede Policy Documents




82




83


Consent



- You must notify your agent and obtain consent from the AIP before you:
 - Destroy any of the insured crop;
 - Put the insured crop to an alternative use;
 - Put the acreage to another use; or
 - Abandon any portion of the insured crop.
- If you fail to receive consent and there is a loss, the production guarantee for those acres will be considered production to count.



BP 14(d) For Training Purposes Only
Does not Supersede Policy Documents



84

Representative Samples



- In the event of a loss, you must leave representative samples intact:
 - If damage is reported < 15 days before the beginning of harvest or during harvest of the unit; or
 - When required by the AIP.
- Samples must be left intact until the earlier of inspection or 15 days after completion of harvest.



BP 14(c)

For Training Purposes Only
Does not Supersede Policy Documents



85

Representative Samples



- The AIP will determine the sample trees which must remain unharvested so the trees can be inspected in accordance with FCIC procedures.
- Retention period of samples may be extended if necessary to determine loss.



BP 14(c)

For Training Purposes Only
Does not Supersede Policy Documents



86

Notice of Loss



- In the event of loss, you must notify the AIP:
 - Within 72 hours of discovery of damage;
 - At least 15 days prior to the beginning of harvest, or
 - Within 24 hours if damage is discovered during harvest.
- You must not sell or dispose of the damaged crop until after the AIP has given written consent.
- Failure to meet these requirements will result in production being considered undamaged and included as production to count.

CP 11(b), BP 14(b)

For Training Purposes Only
Does not Supersede Policy Documents

87

Crop Provisions

Sections 12. Settlement of Claim



- Indemnities are determined on a unit basis (basic, optional, enterprise).
 - Optional units (OU) will be combined if separate records are not provided.
 - Commingled production for basic units will be allocated proportionately based on the liability on the harvested acreage for the units.

CP 12(a)

For Training Purposes Only
Does not Supersede Policy Documents

88

Production To Count



Production to count (PTC) includes:

- All appraised production as follows:
 - Not less than the production guarantee for acreage that is abandoned, no production records are provided, or that is damaged solely by uninsured causes;
 - Production lost due to uninsured causes;
 - Unharvested production; and
 - Potential production on insured acreage you intend to abandon if both parties agree on the appraised amount of production. Refer to CP for resolution when both parties don't agree on the appraisal.
- All harvested production.



CP 12(c)

For Training Purposes Only
Does not Supersede Policy Documents



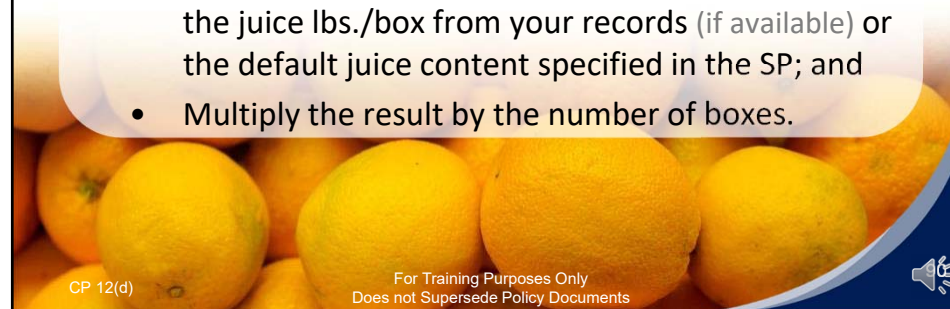
89

Low Juice Content



Fruit insured as juice damaged by insured causes that doesn't meet the juice content based on your records (3 previous years) or the default juice content on the SP (if producer records are not available) will be adjusted by:

- Divide the juice lbs./box of the damaged citrus by the juice lbs./box from your records (if available) or the default juice content specified in the SP; and
- Multiply the result by the number of boxes.



CP 12(d)

For Training Purposes Only
Does not Supersede Policy Documents



90

Production Marketed as Fresh



- Citrus insured as juice but marketed as fresh will be counted as production of juice based on the number of boxes sold without any reductions for grade.
- Citrus insured as fresh that meets applicable U.S. standards for packing as fresh fruit will be considered marketable.



CP 12(e) and (f)

For Training Purposes Only
Does not Supersede Policy Documents



91

Crop Provisions

Sections 12. Settlement of Claim



Production to count for Citrus insured as fresh that is not marketable as fresh due to insurable causes will be reduced by multiplying the number of boxes by the Fresh Fruit Factor (published on the Prices tab of the AIB).

Disposition	Cartons	Field Boxes	Fresh Fruit Factor	Prod. To Count
Packed as fresh	10,000	5,000		5,000
Sent to cannery - uninsurable causes		6,000		6,000
Sent to cannery - freeze damage		16,000	0.85	13,600
Total				24,600

CP 12(g)

For Training Purposes Only
Does not Supersede Policy Documents



92

Crop Provisions

Sections 12. Settlement of Claim



- In the absence of acceptable disposition records for harvested fruit, the PTC will be equal to the unit guarantee.
- Fruit will not be considered PTC if due to an insurable cause it is:
 - On the ground and unmarketable; or
 - Unmarketable because it is immature, unwholesome, decomposed, adulterated, or otherwise unfit for human consumption



CP 12(h) & (i)

For Training Purposes Only
Does not Supersede Policy Documents



93



Photo Source: Stock XCHNG, Case IH, & USDA ARS



Clif Parks • President



Keith Schumann • Senior Vice President, Quantitative Analysis



Bill Smith • Vice President, Policy and Procedure



Kim Harris • Senior Policy Analyst



Madilyn Nunez • Policy Analyst

www.AgriLogicConsulting.com



94