
Flatlands FIELD NOTES

WE ARE DRIVEN TO INSURE FARMERS LIKE YOU



At Flatlands Insurance Group, we realize that farming is the backbone of our country. No matter how large or small your farming operation is, we have the experience to help you cover your farm operation. We listen to our producers and educate you on various products available to provide the protection you need. We feel that it is important to review your coverage each year, taking into account the changes in farm programs, commodity prices, and changes within your individual farm operation to make any necessary changes to manage your risks.



PRODUCTION & CLAIM SEASON IS HERE

It's that time of year again, everyone's favorite - paperwork season!

As you begin gathering your crop production records, here are a few important reminders to ensure smooth processing and compliance.

Grain Sold: Be sure your settlement sheets clearly show which unit the production came from (separate by farm number)

Farm-Stored Grain: If you're storing your grain on the farm, you can use verifiable weight records (from a calibrated grain cart or hopper log) to separate and document production by farm, tract, field

Unit-by-Unit Accuracy: Report production for each crop insurance unit (farm number), each year, and retain records for at least three years in case of an audit

Keeping good records protects your coverage and ensures that, in the event of a claim, everything runs as smoothly as possible.

If you have questions about acceptable records, or how to organize your production documentation, give us a call. We are here to help!



CLAIM REMINDERS

With the kind of year many growers are experiencing, turning in claims has been top of mind. Even so, we want to remind everyone: **reporting a claim is your responsibility as the grower.**

If your crop suffers any damage, call your agent right away to open a claim. This step ensures your loss can be evaluated properly. Even if you don't end up with a payable loss, there is no downside to opening a claim. Simply opening a claim does not impact your Actual Production History (APH), or your premium, and if there's no qualifying loss, the claim will be released.

Reporting damage helps document the challenges faced during the season, supporting the claims process and painting a clearer picture for crop insurance adjusters.

Claim Reporting Deadlines

- Report damage within 72 hours of discovering it
- Report damage before the End of Insurance (EOI) even if harvest hasn't occurred
- Claims cannot be filed more than 60 days after the End of Insurance Period (EOIP)

If you expect to have unharvested crops after the EOI, open a claim ahead of time. (See important dates page for all spring crop EOI dates)

Special Situations

If you plan to use your crop in a different way such as for silage, hay, or another alternative use, be sure to contact your agent first. **An adjuster must complete an appraisal and give consent before any alternative use begins.**

If there's any chance of a loss from an insurable cause, file a claim. We suggest turning in a claim unless the crop is nearly perfect. Don't risk missing out on support that is rightfully yours!

FALL CROP COVERAGE

As summer winds down and you begin harvesting your spring crops and preparing to plant your fall acres, it's the perfect time to review your coverage.

2027 Fall Sales Closing Reminders

Sales Closing Date (SCD): September 30, 2026 (for most fall-planted crops)

We know harvest season is busy, but your risk management plan is just as important as your yield. Please take a few minutes to speak with your Flatlands agent before September 30th to review your fall coverages. Let us help protect your investment and keep your operation moving forward with confidence.

What Needs to be Done by the SCD

- Add fall crops and new counties to MPCl policy
- Change plan, coverage levels, and options on fall crops
- Transfer or cancel a policy
- Request a written agreement for fall crops
- Create a new entity or corporation

Helpful Tips

- Double-check all policy details and fall planting plan early
- Talk with your agent to review updates to actuarial documents
- Verify eligibility for endorsements like SCO, ECO, or HIP-WI

If you've recently been married (after February 28, 2026), you must add your spouse to your insurance policy by September 30th to avoid any penalties or delays with indemnity payments.



REVENUE PROTECTION (RP) COVERAGE

Revenue Protection (RP) is a type of crop insurance that protects both your yield and the price of your crop. It gives you a safety net if your actual revenue (yield x price) falls below your guaranteed revenue.

What it Covers

- Low yields from drought, flood, disease, hail, etc.
- Market price drops (if the wheat price falls between planting and harvest)

You're protected if you get hit by both, low yields and lower prices!

How it Works - Example for Wheat

Let's say you insure 100 acres of wheat at a 75% coverage level, have a proven yield (APH) of 55 bu/acre, and the projected price is \$7.37/bu.

Your revenue guarantee:

$$55\text{bu} \times \$7.37 \times 75\% = \$304/\text{acre guaranteed revenue}$$

If you harvest 40 bu/ac and the harvest price is \$7.00, your actual revenue is $40\text{bu} \times \$7.00 = \$280$.

Since \$280 is below your \$304 guarantee, you'd get an indemnity payment for the \$24/ acre difference (before share and premium adjustments).



REVENUE BASED PROTECTION

Whole Farm Revenue Protection (WFRP)

- Covers your entire operation's revenue
- Based on your five-year IRS Schedule F average
- Ideal for diverse farms or specialty crops
- Works well alongside an MPCl policy

If you are considering WFRP coverage for the 2027 crop year, we encourage you to contact your agent as soon as possible to discuss the program.

WFRP policies are more complex than traditional MPCl policies and require significantly more documentation and detailed information. Because these policies take additional time to properly prepare, it is not feasible to begin the process at the last minute.

We plan to provide more information later this year to help you begin the application process. In the meantime, early communication with your agent will help ensure a smoother and more successful application period.

Micro Farm

- Designed for small operations under \$350,000 in annual revenue
- Same whole-farm concept, simplified
- Cannot be paired with an MPCl policy

**GIVE US A CALL FOR
MORE INFORMATION
ON EITHER OF THESE
OPTIONS**



PASTURE, RANGELAND, & FORAGE (PRF) COVERAGE

PRF-RI covers a deviation below normal average rainfall. It's an area-based plan that operates on 17x17 grids that are formed in line with the equator. In simple terms, this covers lack of normal rainfall in two-month insurance periods on a much smaller grid base, versus a county-based plan.

What it Covers

Coverage is available for two crop types: haying and grazing

How it Works

Rainfall produces forage that feeds livestock, and without it, you may be forced to sell your livestock lighter than expected or spend extra money supplementing that food supply.

Coverage is based on a grid, not individual farms. Losses are paid when the final grid index falls below the insured's trigger grid index.

You choose the coverage level (70%-90% available in 5% increments), productivity factor (60%-150% available in 1% increments), and index intervals (you choose at least two 2-month periods where the lack of rain is detrimental to your business).

Calculating Protection per Acre

Let's say the county base value (published in the county actuarial by crop/county) is \$39. You (the grower) chose 90% coverage, and a productivity factor of 120%.

$\$39 \times 0.90 \times 1.20 = \$42.12$ / acre protection will apply to all insured acres by crop type for the county.

December 1st is the sales closing and acreage reporting deadline for PRF coverage.



LIVESTOCK REVENUE PROTECTION (LRP)

Livestock Risk Protection (LRP) is a federally subsidized crop insurance policy designed to protect cattle, and swine producers against declining market prices – like price insurance for your herd.

What it Covers

- Fed cattle, feeder cattle, and swine
- Price risk only—not mortality or input costs

How it Works

If market prices fall below your selected coverage price, you receive an indemnity payment.

If prices stay strong or go up, you keep your profits and simply pay the premium.

Key Features

- Coverage from 13 to 52 weeks
- You choose your headcount and your target weight
- You need to sell within the last 60 days of the endorsement term
- No minimum headcount and no margin calls
- Subsidized Premiums:
 - Premiums are partially subsidized by USDA
 - You don't pay until the end of the coverage period

Cattle prices remain at record highs while inventory sits at historic lows. Even with higher grocery store prices, strong demand continues to push the market. LRP is a flexible, affordable way to protect against market downfalls while keeping full control of how and when you sell. Contact Ruth Fulford at 252-809-3005 or ruth@flatlandsgroup.com to learn more about LRP coverage or to be added to the contact list for daily prices, and other educational information.



CROP-HAIL COVERAGE

At Flatlands Insurance Group, we know how quickly a hailstorm can turn a good season into a financial loss. Whether it's a scattered storm or a widespread weather event, hail can cause devastating damage to your crops.

Every year, the USDA estimates that hail accounts for nearly 6% of all crop losses and it doesn't have to be that way. That's why we offer customized crop-hail insurance coverage to help protect your operation beyond your multi-peril crop insurance (MPCI).

What it Covers

- Hail damage
- Fire and lightning
- Transit coverage (crops in transit to the first place of storage)

Why add Crop-Hail Coverage?

- A great supplement to MPCI
- Highly customizable (choose coverage acre-by-acre)
- Ideal for targeted risk protection where hail is a known concern
- Quick to pay out for qualifying hail damage events



USDA REMINDS FARMERS OF NAP FALL DEADLINES

The **Noninsured Crop Disaster Assistance Program (NAP)** helps cover losses on crops that don't have federal crop insurance including forage, grazing, fruits, vegetables, floriculture, aquaculture, etc.

The program has a few different coverage options including basic coverage (55% of market price for losses over 50% of expected production), buy-up coverage (50%-65% of production at 100% of market price, not available for grazing crops), and organic and direct-market crops may qualify for 100% market price coverage.

There is a service fee of \$325 per crop or \$825 per producer per county (max \$1,950 across counties), and premiums apply for buy-up coverage. Fee waivers and 50% premium reduction is available for qualifying Socially Disadvantaged, Limited Resource, Beginning, and Veteran farmers with form CCC-860 on file.

Please contact your local FSA office for more information on all eligible crops and application deadlines.

USDA PAYMENT FLEXIBILITY

RMA is authorizing Approved Insurance Providers (AIPs) to provide producers with up to 60 additional days to pay crop insurance premiums, administrative fees, and amounts due under Written Payment Agreements with scheduled premium billing dates between July 1, 2026, and Sept. 30, 2026.

During this extended period, AIPs may waive interest charges. Interest will begin accruing for unpaid premium and administrative fees only after the end of the additional 60-day period or upon reaching the policy's termination date, whichever occurs first.

To further support these efforts, RMA will defer collection of unpaid producer premiums and administrative fees from AIPs and waive associated interest beginning with the August monthly accounting cycle.

IMPORTANT DATES & DEADLINES

- **September 1** - PRF Premium Due Date
- **September 14** - Clary Sage Production Reporting Deadline
- **September 15** - Fall Cabbage and Fresh Market Bean Acreage Reporting Deadline
- **September 30** - Fall Sales Closing Deadline
- **October 1** - Cabbage and Fresh Market Bean Premium Due Date
- **October 15** - Canola Production Reporting Deadline
- **October 31** - Canola and Hemp End of Insurance
- **November 7** - Fresh Market Bean End of Insurance
- **November 14** - Fall Production Reporting Deadline
- **November 15** - Clary Sage Acreage Reporting Deadline
- **November 20** - Blueberry Sales Closing Deadline
- **November 30** - Tobacco and Peanut End of Insurance
- **December 1** - PRF Sales Closing and Acreage Reporting Deadline
- **December 10** - Corn, Grain Sorghum, and Soybean End of Insurance
- **December 31** - Cotton, Fall Cabbage, and PRF End of Insurance



DID YOU KNOW WE OFFER MORE THAN JUST CROP INSURANCE?

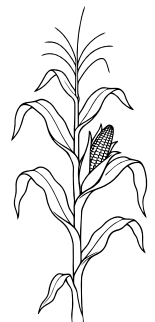
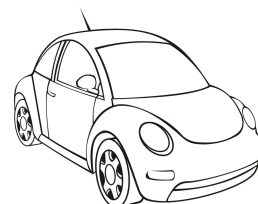
At Flatlands Insurance Group, we know that farming isn't just an occupation—it's a way of life. Our roots run deep in the agricultural community, and we are proud to stand alongside the hardworking men and women who keep our fields thriving and our families fed.

Our dedicated **Farm Division** represents trusted carriers such as American Reliable, Chubb, FCCI, and many others, ensuring that farmers have access to top-quality protection tailored to the unique challenges of agriculture. Whether you need coverage for your land, crops, equipment, or livestock, we have the expertise and resources to help safeguard your livelihood.

But our commitment doesn't stop at farm insurance. We also provide a full range of solutions to support you and your family's well-being, including **health insurance, Medicare, life insurance, home, auto, and more**. We understand that farmers face diverse needs, and our team is here to be your one-stop partner for comprehensive coverage.

We take our responsibility to the farming community seriously. Guided by the principle that "to whom much has been given, much is expected," we work every day to live up to the trust you place in us. Our mission is simple: to be your valued partner, walking with you through every season and stage of life.

At Flatlands Insurance Group, we don't just provide policies—we build relationships. And we're proud to be part of the farming community we serve.



FARMER SPOTLIGHT

We want to show off your hard work and would love to feature you on the Flatlands social media pages, and in our Field Notes newsletter.

If you are interested, please send the following information to summer@flatlandsgroup.com with the subject line: Farmer Spotlight

- Photo(s) from your farming operation
- A short summary of what got you involved in the agriculture industry, your farming story, background information about your operation, what you enjoy/don't enjoy about farming, etc.
- A piece of advice you'd give a beginning farmer

If you own or operate a business outside of your farming operation, we would be happy to help promote it. Whether you offer products, services, or host events, we value the importance of supporting local businesses and strengthening our community. Please feel free to share your information with us so we can help highlight what you do.



Be sure to like and follow us on Facebook (Flatlands Crop Division) and follow our Instagram (@flatlandscropdivision) to keep up with the latest industry news and information.



YOUR WHOLE FARM, COVERED.

“THIS INSTITUTION IS AN EQUAL OPPORTUNITY PROVIDER AND EMPLOYER.”