

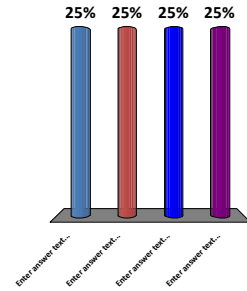
Crop and Livestock Insurance: Getting Started

Who to talk to, and how



Most crop and livestock insurance comes from...

- A. Farm Service Agency
- B. Risk Management Agency
- C. Montana State University
- D. Rural Development



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- B. Risk Management Agency**
- C. Montana State University
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Crop and Livestock Insurance Roadmap

- Most ag insurance comes from RMA
 - Yield Protection
 - Revenue Protection
 - LRP
 - PRF
 - LGM
 - Whole Farm Revenue Protection
 - So many others

Crop and Livestock Insurance Roadmap

- Most ag insurance comes from RMA
- FSA provides NAP
 - Noninsured Crop Disaster Assistance Program
 - For crops otherwise not covered

Crop and Livestock Insurance Roadmap

- Most ag insurance comes from RMA
- FSA provides NAP
- In Montana, the Department of Ag provides Hail-only insurance
- There are other private insurance options



Crop and Livestock Insurance Roadmap

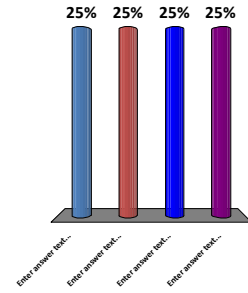
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What does this mean?

Who do I talk to if I want insurance?

- Crop Insurance Agent
- FSA Service Center
- Someone in Helena
- Extension agent



What does this mean? Who do I talk to if I want insurance?

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Who do I talk to? Roadmap

- For most crop insurance, talk to a crop insurance agent

rma.usda.gov/tools/agent

Agent Locator
RMA provides insurance agent and provider information as a service to our customers.

Locate an Insurance Agent
The RMA Agent Locator page provides information about insurance agents. All data is provided by approved insurance providers operating under a reinsurance agreement with RMA. **If you are an agent and any information is inaccurate or missing, you must contact the company you are affiliated with to submit your corrections to RMA.** Additions or changes properly submitted by insurance providers to RMA will be available on our Web site by the following Sunday evening. It is the responsibility of these insurance providers to accurately maintain this information.

Customer note: Agents may reside or have an office in one state/country, but sell and service policies in other states/countries. An agent authorized to sell livestock policies is NOT required to sell crop policies, and vice versa.

Locate an Approved Insurance Provider (AIP)
The RMA AIP List page provides information about approved insurance providers. Insurance providers may submit corrections to the approved insurance provider listing by contacting **Dave Miller**.

Contact Information
For more information, contact **RMA Agent Locator Support**.

Who do I talk to if I want insurance? Roadmap

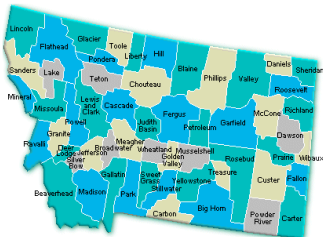
- For most crop insurance, talk to a crop insurance agent
- To purchase NAP, call up your FSA Service Center

offices.sc.egov.usda.gov/locator

Farm Service Agency

Montana Counties

Click on the map to select a county



Who do I talk to if I want insurance? Roadmap

- For most crop insurance, talk to a crop insurance agent
- To purchase NAP, call up your FSA Service Center
- For Hail-only insurance, contact the state hail program

agr.mt.gov/Topics/Hail-Insurance

Hail Insurance

Serving Montana Producers for 100 Years

To see if your policy qualifies the Montana Department of Agriculture state hail program, click on the link below.

- State hail program
- Montana Department of Agriculture
- 1-800-657-6888
- Hotline: MT 468-6431
- Montana: 406-441-3429 or toll free fax: 800-927-1838
- Fax: 406-441-3429
- Email: agriculture@mt.gov

Montana State Hail Insurance Program

Phone: 406-441-3429 or 1-800-927-1838
 Email: agriculture@mt.gov
 Fax: 406-441-3429
 Toll free number: 800-927-1838
 Website: mt.gpdm.com

Your county Department of Revenue office is no longer the contact for state hail insurance policies. More information on purchasing your policy is available on the [Website to Producers](#).

Link to Montana State Hail Insurance Application Form to download. The application can be used to purchase hail insurance. Follow the attached instructions to complete the form if you are a new applicant. You can also use the map available online at Montana Department of Agriculture.

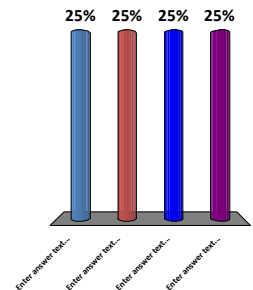
[Download the Hail Insurance Application Form](#)

- All the Forms You Will Need
- Applications for Hail Insurance can be found on the State Hail Insurance Program website.
 - Applications for Reduction of Hail Loss - Use the form to document your hail insurance.

Key insurance terms:
So many acronyms and jargon!

What is an insurance liability?

- A. The revenue or yield guarantee you get when you buy insurance
- B. Something terrible
- C. Your average yield
- D. The amount you pay for insurance

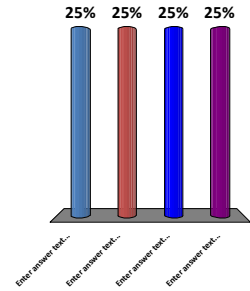


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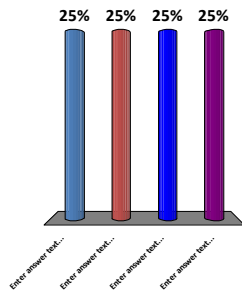
What is an insurance premium?

- A. The amount of subsidy on my insurance
- B. The amount I pay for insurance
- C. The best insurance
- D. The percent of my crop covered by insurance



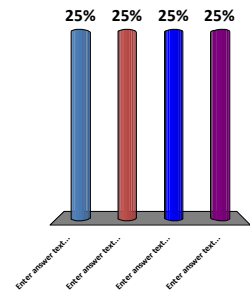
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What is an insurance subsidy?

- A. The amount of crop loss
- B. The amount I pay for insurance
- C. The amount of the premium paid by the government, which differs by coverage and insurance type

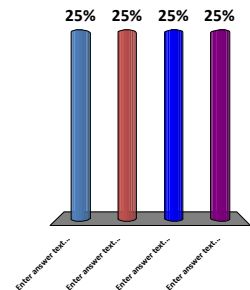


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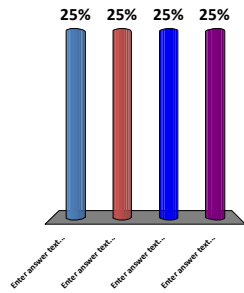
What is an insurance indemnity?

- A. Amount you get paid if there is a loss
- B. Liability – revenue
- C. The cost of insurance
- D. The amount of loss



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Common Crop and Livestock Insurance Policies

- Revenue Protection and Yield Protection
 - By far the most common policies for commonly grown crops
 - Livestock is not commonly insured, but it is possible!
 - Pulse coverage in some counties

Revenue Protection Insurance

- Establishes revenue guarantee
 - Yield * Price * Coverage
 - Price comes from futures market
 - RP takes highest of projected and harvest price
 - RP-HPE uses projected price
- If you don't meet that guarantee, you receive a payment
- Coverage 50-85%

Yield Protection Insurance

- Establishes yield guarantee
 - Price is projected price from futures market
 - Can choose to to insure at less than 100% of price
- If you don't meet that guarantee, you receive a payment
- Coverage 50-85%

What about these units?

- Crop insurance only
 - *Optional unit*: Each farm/crop/production practice insured separately
 - *Basic unit*: All of any one crop in a county are insured together, despite production practice
 - *Enterprise unit*: All of any one crop in a county are insured together
 - *Whole farm unit*: Everything in one county is combined

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- Premium more expensive ↑
- ↓ Premium cheaper

What about these units?

- Crop insurance only

Premium
more
expensive

– *Optional unit*: Each farm/crop/production practice insured separately

Payment
more
likely

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Premium
cheaper

Payment
less likely