

Spring 2022



"Crop Insurance Specialists"

Licensed to do business in Ohio, Indiana and Mississippi

www.sorensenins.com

***We appreciate you, your family and your health
as much as your business!***

Sorensen Insurance Agency strives to do the best job we can delivering your crop insurance coverage while keeping everyone safe. While reviewing your insurance coverage this winter we want to be sure that you are comfortable with where and how we meet in todays environment.

You can review your policy in multiple ways:

- » Review over the phone
- » Meet individually at your farm/home
- » Correspond by email
- » Schedule an appointment to visit our office where we have access to computers and a large conference room where we can easily meet and social distance.

Please return the enclosed postcard telling us what you would like to do this year concerning your policy. Call if you have any questions, most questions can be handled over the phone. Remember you only have until March 15, 2022 to make any changes/additions to your crop insurance policy.

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Agents

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Office Hours:

Monday - Friday: 9am-5pm

Saturday: By Appointment

It is always best to call ahead to
make sure we are not out of
the office on appointments.



Corn and Soybean Base Prices appear to be on track for another high for price. The base prices used for crop insurance are calculated off of

the February CBOT monthly average of the daily ending contract price for December Corn and November Soybeans. The actual prices will be certified the first of March. Higher commodity prices mean increased insurance coverage/value and premiums will reflect that.

We can give you estimated quotes in February and more exact quotes in March.



Return the postcard or call us today!

*Remember, you only have until
March 15, 2022 to make any changes
to your policy and coverages.*



Every year on April 22, Earth Day marks the anniversary of the birth of the modern environmental movement in 1970.

The Earth Day 2022 Theme is Invest In Our Planet.

“There’s a way to do it better — find it.” – Thomas Edison



Ohio corn and soybean production increased in 2021 according to a final production report released by USDA’s National Agricultural Statistics Service (NASS). Corn yield is estimated at a record high 193 bushels/acre, above 2020’s 171.

On the soybean side, production increased to a record high with the average yield at 56.5 bushels over 2020’s 54, which equates to the second highest on record.

Multi-Peril Crop Insurance in Ohio covers 7.2 million acres and provides \$3.3 billion in protection.

Top Crops covered in Ohio: Soybeans, Corn and Wheat

USDA Extending Crop Insurance Flexibility Amid Pandemic

USDA Risk Management (RMA) has extended flexibilities to crop producers amid operations that have been hampered by the COVID-19 pandemic. Specifically, relief includes provisions for electronic notifications and signatures to be extended through June 30, 2022. Organic certification, replant self-certifications and assignment of indemnity capabilities are extended through June 30, 2022. The continued flexibility will help producers leverage federal crop insurance programs better remotely, something that became of utmost importance when the COVID-19 pandemic began in early 2020.



Meetings for 2022

We will be glad to hold individual or small private meetings at our office or at a location of your choice. Call us to set up a date or return your postcard.

REMINDER

Replant notice must be made

BEFORE you replant.

Adjuster authorization is required.

Call before you head to the field to replant.

PROTECTING CONFIDENTIAL INFORMATION

Identity theft is a common topic appearing in the news headlines today. RCIS, FMH, AgriSompo, ProAg, CRS and Sorensen Insurance Agency take the necessary precautions to protect the confidentiality of personal customer information such as social security numbers, tax identification numbers and production history.

Sorensen Insurance Agency is an equal opportunity provider.



Fredric Baur invented the Pringles can. When he passed away in 2008, some of his ashes were buried in one.

Original flavor!

What are you waiting for?

Put the Top 5 RCIS Cutting-edge Technologies for Producers to Work for You

- Precision Ag** - RCIS Precision Farming Service Data upload through the RCIS Precision Farming portal, or directly from the RCIS FarmMaps mapping system, helps you during the busy planting and harvesting seasons. RCIS Precision Farming Service gives you the advantage of simplified data reporting, reduced paperwork, upload data securely to the RCIS portal or give it directly to your agent and integrates mapping into acreage reporting. There are a few different methods for sending data to agents, including uploading directly from Precision Ag devices or transferring data to a jump drive (secure is recommended) which a producer can either mail or deliver to your agent. Platforms currently supported: John Deere, Ag Leader, Trimble
- RCIS.com for Producers** - You can find crop insurance closing dates, policy document information, connect with your agent and even pay your bill all in one easy-to-access RCIS.com for Producers site.
- Mapping Services** - Producers can use the RCIS FarmMapsSM web-based mapping tool anytime, anywhere through the RCIS.com for Producers site. This software is useful throughout the entire year, providing a visual representation of your fields and Farm Service Agency data. FarmMapsSM is based on GPS data and are easily accessed from mobile devices or online at RCIS.com for Producers and can be printed anytime you need them. As you harvest, maps can be used to make sure production lines up with the harvest monitors.
- Mobile** - Producers rarely sit at their computers, but rather, you are outside, working and managing your farming operation. RCIS mobile services allow you to immediately gain access to important tools right from your mobile device. Sign documents, access maps and more. Save time this growing season by putting the technology available as an RCIS policyholder to work for your operation.
- Electronic Services**—Reduce paper clutter, keep documents all in one location and access them from anywhere with RCIS electronic services. Sign forms online and send them directly to your agent, saving time and postage. Hard copies can easily be printed off whenever necessary.

Have questions or concerns? Give us a call for more information about how these technologies can benefit you and your operation.

Online payment options for your crop insurance premiums

All companies we represent have the option to make payments online, rather than mailing a check. Go online to check it out or if you need assistance give us a call and we can help.

ProAg - www.proag.com

Farmers Mutual Hail Insurance Company - www.fmh.com

Rural Community Insurance Services - www.rcis.com

Crop Risk Services/CRS - www.cropriskservices.com

Production and Revenue Insurance Protection Options

✓ **Added Price Option (APO)** - Pays if Yield Loss - Added price to federal crop insurance projected price - Requires federal crop policy loss. Loss payment calculation = Production loss x APO price elect

✓ **Added Revenue Price Option (ARPO)** - Pays if Revenue Loss - Added price to federal crop insurance projected price - Requires federal crop policy loss. Loss payment calculation = % of federal crop insurance unit loss x ARPO liability.

✓ **Revenue Protection Policy (RPP)** - Pays if Revenue Loss - Added price to federal crop insurance projected price. Harvest Price Option (HPO) available. Different Unit Type options available. Does not require a federal crop policy loss. Loss payment calculation = Total revenue guarantee (federal crop ins & RPP) minus revenue to count, minus federal crop insurance indemnity.

✓ **Enhanced Coverage Option (ECO)** - Get additional area coverage of 90-95% trigger levels for your insured crops. ECO is a crop insurance option that provides additional area-based coverage for a portion of the underlying

crop insurance policy deductible. It must be purchased as an endorsement to the Yield Protection or Revenue Protection policy. ECO pays a loss on an area basis and an indemnity is triggered when there is a decrease in the county level yield or revenue.

✓ **Supplemental Replant Option Coverage (RO)** - Supplemental Replant Option Coverage is additional coverage for replanting crops in addition to the Federal crop insurance policy. It allows a grower to purchase additional replant \$\$ coverage for their insured crop. In the case of a replant loss, the Supplemental Replant policy will provide a payment equal to the selected liability per acre for the replanted acres, up to the limit of insurance on the schedule of insurance. In no event will the total replant payment for the policy exceed the maximum per acre limit listed on the schedule of insurance.

✓ ****NEW** Post-Application Coverage Endorsement (PACE)** - Effective for 2022 in select counties and 11 states including Ohio and Indiana. This is a new insurance option for conservation-minded corn farmers. Corn farmers who "split-apply" nitrogen

to non-irrigated corn now have another option for insurance coverage. The Post Application Coverage Endorsement provides supplemental coverage for producers who are prevented from post/split applying nitrogen due to wet weather and field conditions. You may select coverage levels from 75 -90 percent in 5 percent increments. PACE provides payments for the projected yield loss when producers are unable to apply the post nitrogen application during the V3-V10 corn growth stages due to field conditions created by weather. PACE is offered in select counties in 11 states. It is available as supplemental coverage for Yield Protection (YP), Revenue Protection (RP), and Revenue Protection with Harvest Price Exclusion (RP-HPE) policies. The sales closing date to purchase insurance is March 15, 2022. To be eligible for PACE you must use the split application of nitrogen practice and have documentation supporting the practice and meet additional acreage reporting requirements. Notice of loss must be made with in 72 hours of being prevented from post-applying nitrogen. Contact us to see if your county is eligible and discuss the coverage and requirements for this new type of coverage.



Hagerty is the world's leading insurance provider for classic vehicles, offering coverage for classic cars, trucks, motorcycles, boats, tractors and more. Hagerty also offers coverage for high-value collections, overseas shipping and touring, classic car-related businesses and club liability.

To make sure your classic is properly protected, contact Chris Sorensen at Sorensen Insurance Agency to learn more about a Hagerty policy.