

February 2009



# Roland L. Geyer Agency



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*In Memorium -*  
Roland L. Geyer

1917-2007

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## Welcome Jillian Fanning

The Roland L. Geyer Agency will soon have a new part-time addition to our team. Jillian Fanning, Phil's daughter, will serve an internship with the agency to learn our products and services. If you hear a new voice when you call or stop in, please welcome Jillian. She will be here from time-to-time and looks forward to learning more about the crop insurance business.

## Remember Our New Location



We are always happy to see our customers and remind you of our move last summer. You can now find **The Roland L. Geyer Agency** at 402 Morningside Drive – we are in the American National Bank building, just off US 20, along with the FSA office. Enter on the lower level. You are always welcome!

## Biotechnology Endorsement Changes for 2009

The Biotechnology Endorsement (BE) program has been expanded to cover biotech traits not only from Monsanto, but also from Syngenta and Pioneer/DuPont. This includes some varieties containing the YieldGard<sup>®</sup>, Herculex<sup>®</sup>, or AgriSure<sup>®</sup> traits.

In order to receive the premium rate reduction, 75 percent of the corn acreage within the insurance unit must be planted to a qualifying hybrid. You will need to provide seed receipts to our agency as part of the certification process.

This endorsement does not waive or otherwise affect the EPA's existing refuge requirements. Producers will be expected to be in full compliance with all EPA requirements. There will be random reviews requiring collection of plant tissue samples from units the grower reports as qualifying for the BE premium rate reduction.

If you are not in compliance with the rules for the BE program, your corn policy for 2009 may be voided, you may owe the company up to 20 percent of your premium, and criminal charges could possibly be filed.

The Biotechnology Endorsement applies to both Actual Production History and revenue policies. **The Roland L. Geyer Agency** has information on the program and we will be happy to discuss the requirements and potential discounts with you.

## Thank You

This has been a heavy loss year. **The Roland L. Geyer Agency** has paid out more than \$2 million in claims for the 2008 growing season. We appreciate your patience during the claims process and look forward to serving you in 2009.

## Revenue Coverage Paid in 2008

Revenue coverage policies help producers mitigate their risk. In 2008, a good crop year, revenue coverage policies paid on claims which resulted in higher profitability for growers.

As the input costs for your crop rise, revenue coverage helps manage your risk by locking in more coverage to offset those expenses. Because commodity prices are lower now than a year ago, we expect revenue coverage policies to be more affordable.

Revenue coverage gives you the ability to market a portion of your crop before harvest with confidence. For 2009, both Crop Revenue Coverage and Revenue Assurance will have the same price limits. The fall price can be up to 200 percent of the spring price. Downward movement of the fall price has no limit.

Remember, premium savings come with a cost in terms of coverage. There have been changes to government subsidies for enterprise units. **The Roland L. Geyer Agency** will go over each element of your revenue coverage policy so you understand all the features and benefits.

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## Insure Against Crop Threats

Soybean growers continue to face risk in terms of both Asian Soybean Rust and aphids. In 2008, when weather, applicators, or other conditions prevented spraying for aphids, a noticeable loss was realized.

Both rust and aphids are insurable causes of loss. In the case of rust, growers must follow "good farming practices" which include spraying fungicides when rust is identified. Document the date you called to purchase fungicides to spray yourself or made arrangements to have your acres sprayed. This is important in the claims process.

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## Replant Coverage

Remember the wet spring of 2008? Replant coverage can help reduce your risk when you are faced with weather challenges. For those farmers with acres featuring a higher likelihood of replanting, **The Roland L. Geyer Agency** will help explain the costs and benefits of this coverage.

## Welcome to Our Place

Our new office at **The Roland L. Geyer Agency** includes space you can use when waiting to do business at FSA or American National Bank. You can check the markets and be comfortable in our new office. Please come visit any time.

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