



What's Happening at NCIS

March 10, 2014

Topics this week:

- 2014 MT/NW R/S Meeting
- 2014 East/SE R/S Meeting
- Argentina Delegation Visits
- All AIP Meeting



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Another active week at NCIS. With many new and important developments taking place in our industry, we bring you a "round-up" of NCIS activities, meetings, projects and progress. A list of future events will also be included in each edition.

We welcome your comments and look forward to sharing this update with you.



2014 Montana & Northwest Regional/State Committee Annual Meeting

The 2014 Montana and Northwest Regional State Crop Insurance Committees' Annual Meeting was held in Missoula, Montana, March 4. Thirty-five representatives from NCIS member companies were in attendance representing six companies along with two representatives from the Risk Management Agency. The meeting was chaired by Kurt Laubach (Heartland - MT) and Cheryl Richmond-Witwer (RCIS – NW). Speakers included Shad Weber via phone from the Montana RMA Regional Office, Dave Paul from the Spokane RMA Regional Office, Jeff Rumney of the Montana State Grain Lab, and Charlie Bumgarner of the Montana Grain Growers Association. Mr. Weber provided statistical data for the Billings RO and covered the topics of summerfallow special provision statements, NRCS guidelines relevant to cover crops, prevented planting, rebating, and participation in large claims. Dave Paul also provided statistics for his region in addition to replanting winter wheat, product updates, ARH Cherry prices, RMA initiatives and priorities, and irrigation as it relates to prevented planting. Mr. Rumney provided the group a presentation on the process of grading various grains and details regarding submitting samples. Mr. Bumgarner gave a presentation on the farm bill detailing new options for producers. Dean Strasser, NCIS, provided information on recommendations from the various Regional/State Committees for MPCI and Crop Hail; a Policy and Underwriting update; Crop Hail update; overview of changes to the Loss Adjustment and Prevented Planting Manuals; CAPP update; Anti-trust update; and a Public Relations update.



2014 East/Southeast Regional/State Committee Annual Meeting

The East/Southeast Regional/State Committee held their 2014 Annual Meeting on March 4 in Charleston, South Carolina. The meeting was chaired by Andy Stanley (Southeast Committee) and Billy Holt (East Committee). In attendance were thirty committee members from ten member companies and representatives from the Raleigh and Valdosta RMA Regional Offices. Andy Stanley gave an update on the Southeast Regional/State Committee and discussed Quality Adjustment on Peanuts. Billy Holt updated the group on the East Regional/State Committee and commented on Prevented Plant Soybean. Mark Blocker gave an update on South Florida and said that there should be minimal losses due to plenty of rain and no freeze. Harry Ott gave an FSA update focusing on data mining and improving communication with RMA. Diane Amara, Valdosta RMA, and Scott Lucas, Raleigh RMA, agreed with Mr. Ott regarding improving communication and also gave updates from RMA focusing on New Breaking and Written Agreement guidelines. Lynnette Dillon and Mollie Dvorak, NCIS, provided an NCIS update focusing on program integrity.

Argentina Delegation Visits NCIS

Creating stronger international connections, NCIS was visited by a group of Agricultural Professionals from Argentina and Colombia on Friday March 7. Hosted by the University of Missouri, the group had the opportunity to visit due to the USDA sponsored Cochran Fellowship Program. The Cochran Fellowship Program provides short-term training opportunities to agricultural professionals from middle income countries, emerging markets and emerging democracies. Their goal in visiting NCIS was to learn about general risk management policies and procedures and the role that NCIS plays in the Crop Insurance industry. Argentina is an area where corn and soybeans are grown, and Colombia grows coffee. Presenting on behalf of NCIS was Senior Vice President of Loss Adjustment and Insurance Products, Mike Sieben, and Senior Vice President of Actuarial, Statistical and Information Services, Frank Schnapp.



All Approved Insurance Providers (AIPs) Meet in Kansas City

An all AIP meeting was held in Kansas City this past week. All AIPs were in attendance. Although farm bill implementation was the primary topic of discussion, the group also reviewed issues following up from the Industry Annual meeting held in February, including crop hail processing status and a discussion of industry financial results.

Future Meetings and Events Calendar
(Regional/State and Committee Meetings in Orange)

<i>Event</i>	<i>Date(s)</i>	<i>Location</i>
Regional/State Chairman Training	March 25-26	Overland Park, KS
NAIC Spring Meeting	March 29-April 1	Orlando, FL
MPCI PPLA Committee Meeting	April 22-23	Overland Park, KS
Crop-Hail PPLA Committee Meeting	April 23-24	Overland Park, KS
Canadian Crop-Hail Association	TBD	Overland Park, KS
TIP Committee Meeting	TBD	Overland Park, KS
Crop-Hail A&S Committee Meeting	TBD	Overland Park, KS
PDC Committee Meeting	May 28-29	Overland Park, KS
NCIS Fall Train the Trainer Conference	July 22-23	Overland Park, KS
NAIC Summer Meeting	August 16-19	Louisville, KY
NCIS Spring Train the Trainer Conference	November 5-6	Overland Park, KS
NAIC Fall Meeting	November 17-20	Washington, DC
2015 Meetings		
2015 Claims Managers' Conference	January 21-22	Overland Park, KS
Crop Insurance Industry Convention	February 8-11	Bonita Springs, FL
NAIC Spring Meeting	March 28-31	Phoenix, AZ
NCIS Fall Train the Trainer Conference	July 14-15	Overland Park, KS
NAIC Summer Meeting	August 14-17	Chicago, IL
NCIS Spring Train the Trainer Conference	November 4-5	Overland Park, KS
NAIC Fall Meeting	November 19-22	Washington, DC