

Topics this week:

- 2016 National Postsecondary Ag Student Conference
- SCC-76 Convention
- Ratemaking & Product Management Seminar
- Streamlining Procedure Via Technology Workgroup

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.



2016 National Postsecondary Agriculture Student Conference

NCIS staff member, Ashley Craft, attended the 2016 National Postsecondary Agriculture Student (PAS) Organization Conference which was held March 16 at the American Royal in Kansas City, Missouri. Ashley informed students about the work NCIS does for the crop insurance industry, as well as recruited students to apply for one of their three summer internship programs. This year's conference had more than 600 participants in attendance, who had earned their way through the industry-focused competitive events and competed at the national level. All of the participants are members of PAS and have been involved with specific educational training related to the agricultural industry as part of the college curriculums.

PAS was officially founded in March 1980 in Kansas City, Missouri, and has 11,500 members from 49 chapters located in 12 states. Membership is available to students enrolled in agriculture/agribusiness/natural resources postsecondary programs in approximately 550 institutions in all 50 states.

NCIS Staff Presents at SCC-76 Convention



NCIS staff, Tom Zacharias, Frank Schnapp and Harun Bulut attended the SCC-76 convention, "Economics and Management of Risk in Agriculture and Natural Resources," held in Pensacola, Florida, March 17-19. Participants at this conference include top agricultural economists in the areas of risk and environmental management, including university researchers, USDA economists and administrators, private sector economists and graduate students. Formal research presentations are made as well as abstracts of papers presented at this convention. Tom made a presentation providing an industry overview and discussed current crop insurance issues. Harun made a presentation regarding managing catastrophic risk in agriculture through ex-ante subsidized insurance or ex-post disaster aid.



Contact us:

NCIS

8900 Indian Creek Pkwy #600
Overland Park, KS 66210
913-685-2767

**Questions/Comments/
Membership Info**

SherriS@aq-risk.org

NCIS Website

www.aq-risk.org

**Crop Insurance in America
Website**

www.cropinsuranceinamerica.org

Support Crop Insurance Website

www.supportcropinsurance.org

Twitter

@USCropInsurance

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CropInsuranceInAmerica

Ratemaking and Product Management Seminar

NCIS staff member Frank Schnapp attended a Ratemaking and Product Management seminar organized by the Casualty Actuarial Society in Orlando on March 15 and 16. The primary topic of the conference was the use of predictive modeling for ratemaking as well as the application of these methods to other functional areas of insurance company operations. An on-going controversy carried over from prior meetings was the use of demand-based pricing for insurance, similar to how certain airlines adjust ticket prices in response to demand. Discussions included proposed modifications to actuarial standards of practice to allow consideration of factors other than the prospective loss experience of the insured, whether the approach is consistent with state legislation, and the responses of various state insurance departments to the concept.

Streamlining Procedure Via Technology Workgroup Meets at NCIS

The Streamlining Procedures Workgroup met on Tuesday, March 15. Members of the workgroup in attendance included AIP Representatives: Glenn Anderson, Shannon Barnes, Bob Black, Nathan Hochhalter, Jerry Shoun, Luanna Shuck, and Shane Weaver; RMA Representatives: Kristen Gallagher, Andrew Kowalski, Andrew Mawson, Tim Oyler, and Jennifer Ray; and NCIS Representatives: Troy Brady, Mark Flohr, Don Hutsell, Chris Lindsay, and Jessica Trites Rolle.

This workgroup is a subgroup of the MPCl/PPLA Committee with a goal to streamline, modify, improve and/or delete procedure as a result of current technological advances (i.e. – precision farming technology systems, UAVs, ACRSI, etc.). The workgroup discussed how such advances have impacted production reporting, acreage reporting, crop inspections and loss inspections and determinations. Discussions of the workgroup will be raised on a short-term vs. long-term basis at the upcoming MPCl/PPLA Committee meeting.



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

Event	Date(s)	Location
<u>2016 Meetings – Click Here</u> to access meeting information. Registration open 4 to 6 weeks prior to date of meeting(s).		
Regional/State Chairman Training	March 22-23	Overland Park, KS
NAIC Spring Meeting	April 3-6	New Orleans, LA
Underwriting and Operations Committee Meeting	April 5-6	Overland Park, KS
Technology and Processing Committee Meeting	April 13-14	Overland Park, KS
Communications and Outreach Committee Meeting	April 14-15	Washington, D.C.
MP PPLA Committee Meeting	April 19-20	Overland Park, KS
CH PPLA Committee Meeting	April 20-21	Overland Park, KS
Canadian CCHA Meeting	April 20-21	Overland Park, KS
CH A&S Committee Meeting	May 10	Overland Park, KS
PDC Meeting	May 24-25	Overland Park, KS
Board of Directors Meeting	June 27-28	Offsite
NCIS 2017 Train the Trainer Fall Conference	July 19-20	Overland Park, KS
NAIC Summer Meeting	August 6-9	San Diego, CA
Board of Directors Meeting	September 21-22	Overland Park, KS
NCIS 2017 Train the Trainer Spring Conference	November 2-3	Overland Park, KS
Board of Directors Meeting	December 8-9	Offsite
NAIC Fall Meeting	December 10-13	Miami Beach, FL
<u>2017 Meetings</u>		
Crop Insurance Industry Convention	February 5-8	Bonita Springs, FL
NAIC Spring Meeting	April 8-11	Denver, CO
NAIC Summer Meeting	August 5-8	Philadelphia, PA
NAIC Fall Meeting	December 2-5	Honolulu, HA