



What's Happening at NCIS

July 17, 2017

Topics this week:

- CH & MPC I Corn & Soybean School
- CH Corn, Soybean, Oats & MPC I Forage School
- National County Agent Personal Improvement Conference
- Risk Management Marketing Planning Workshops
- German Delegation Meets at NCIS



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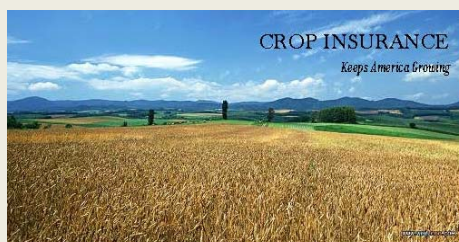
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Another active week at NCIS. With many new and important developments taking place in our industry, we bring you a "round-up" of NCIS activities, meetings, projects and progress. A list of future events will also be included in each edition.

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



Crop-Hail and MPC I Corn and Soybean School

The 2017 NCIS Crop-Hail & MPC I Corn & Soybean School took place on July 11-12 with 100 registered attendees plus classroom instructors and field plot leaders. The first day involved classroom training in Grand Island, NE, where Dave Hall from NCIS presented a video on the history of NCIS' various crop research projects and briefed the group on program integrity and professional conduct. Justin McMechan, University of Nebraska - Lincoln Crop Protection & Cropping Systems Specialist, provided information on corn and soybean growth. Classroom instruction for both MPC I and Crop-Hail loss adjusting procedures was provided by experienced company personnel. Representatives from the local Natural Resource Districts gave presentations on their functions and activities. The second day took place at the Nebraska Southcentral Research Center near Clay Center, NE, where various Crop-Hail loss adjustment procedures for corn and soybeans were taught using hands-on training as the attendees rotated through four different in-field sessions.



Crop-Hail Corn, Soybean, Oats and MPCJ Forage School

The 2017 NCIS Crop-Hail Corn, Soybeans, Oats and MPCJ Forage School took place at the Southeast South Dakota Experiment Farm in Beresford, SD, on July 13. Over 70 participants were briefed by Dave Hall from NCIS on program integrity and professional conduct. Patrick Umberger, Chairman of the NCIS Training and Education committee, provided an overview of their Committee's activities. Representatives of the Experiment Farm provided background on the establishment of the farm along with a guided tour of the different projects and trials being undertaken at the farm this year. Experienced company personnel taught the various Crop-Hail and MPCJ loss adjustment procedures using hands-on training as the attendees rotated through four different in-field sessions.



National County Agent Personal Improvement Conference

NCIS participated in the 2017 National Association of County Agricultural Agents (NAACA) Professional Improvement Conference, in Salt Lake City, UT, on Tuesday, July 11. NCIS sponsored a three-hour "Issues in Agricultural Economics Super Seminar" focused on providing Extension Educators with information that will strengthen their ability to help farmers and ranchers prepare for and manage risk. Dr. Laurence Crane, NCIS, reviewed crop insurance participation in the western U.S., the growth in use of Whole Farm Revenue Protection in the Northwest and discussed using crop insurance as an effective tool to prepare for and economically survive crop failures due to insurable causes of loss. Over 1,300 Extension professionals from across the country attended the four-day conference.

NCIS Conducts Risk Management Marketing Planning Workshops

NCIS is partnering with Extension Educators at North Carolina A&T State University and South Carolina State University to teach a series of workshops on marketing to limited resource and socially disadvantaged farmers in the Strike Force counties in the Carolinas. The objective is to help farmers and ranchers understand their risk exposure and develop marketing plans and strategies for their farms. This training consists of a series of three workshops and sixty hours of individualized instruction. NCIS conducted the final workshops in Clinton, NC, July 13; Lumberton, NC, July 14; and Bowman, SC, July 15. During these workshops participants reviewed the five decision variables that compose the

Marketing Mix (product, price, place, promotion, people) and developed a written goal for each variable. They also delineated three specific actions they will take in the next three months to reach each goal. Local extension educators will follow-up with participants to ensure they complete their self-identified tasks and reach their goals. Funding for the project is from a competitively awarded Cooperative Agreement with RMA. Dr. Laurence Crane, NCIS, is Project Director and primary instructor of this activity.



German Delegation Meets at NCIS



A delegation from Germany, organized by Vereinigte Hagelversicherung, visited NCIS on July 11 to learn about the U.S. crop insurance program. NCIS staff Tom Zacharias, Sherri Scharff, Frank Schnapp, Troy Brady, Dean Strasser and Matt South discussed the history of the program, the role of private industry in delivering the

program, and the functions NCIS performs on behalf of their members.

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

Event	Date(s)	Location
2017 Meetings - Click Here to access meeting information. Registration open 4 to 6 weeks prior to date of meeting(s).		
<u>2017 Meetings</u>		
NCIS 2018 Train the Trainer Fall Conference	July 18-19	Overland Park, KS
CH New Adjuster (Corn, Soybean & Dry Bean)	July 19	Lamberton, MN
CH Corn, Soybean & Dry Bean School	July 20	Lamberton, MN

CH & MPC I Corn, Cotton, Grain Sorghum, Soybean & Sunflower School	July 26-27	Manhattan, KS
CH Potato & Field Corn, MPC I Mint & Apple School	August 2-3	Richland, WA
CH Corn & Soybean, Wheat in Classroom School	August 2-3	Champaign, IL
NAIC Summer Meeting	August 5-8	Philadelphia, PA
CH New Adjuster-Corn, Soybean, Dry Bean, Wheat/Barley School	August 7	Fargo, ND
CH Corn, Soybean, Dry Bean, Wheat/Barley School	August 8-9	Fargo, ND
MPC I & CH Potato & Malting Barley School	August 8-9	Alamosa, CO
MPC I Peanut & CH Rice School	August 8-9	Stoneville, MS
MPC I Blueberry & Grape School	August 9-10	Benton Harbor, MI
Whole Farm Revenue Protection (WFRP) Loss Adjustment Training	September 6-7	Savannah, GA
Crop-Hail A&S Committee Meeting	Fall 2017	Overland Park, KS
MPC I PPLA Committee Meeting	September 12-13	Overland Park, KS
Board of Directors Meeting	September 20-21	Overland Park, KS
Crop-Hail PPLA Committee Meeting	October 11-12	Overland Park, KS
Training & Education Committee Meeting	November 7	Overland Park, KS
NCIS 2018 Train the Trainer Spring Conference	November 8-9	Overland Park, KS
NAIC Fall Meeting	December 2-5	Honolulu, HI
Board of Directors Meeting	December 7-8	TBD
<u>2018 Meetings</u>		
MN/ND/SD R/S Meeting	January 3-4	Morton, MN
CO/WY R/S Meeting	January 4	Denver, CO
NCIS 2018 Claims Managers' Conference	January 17-18	Overland Park, KS
Southwest R/S Meeting	January 25-26	Fredericksburg, TX
KY/TN R/S Meeting	February 1	Nashville, TN
IN/MI/OH R/S Meeting	February 1	Ft. Wayne, IN
IL/WS R/S Meeting	February 1	Springfield, IL

Crop Insurance Industry Convention	February 4-7	Scottsdale, AZ
Board of Directors Meeting	February 7	Scottsdale, AZ
MO R/S Meeting	February 6	Independence, MO
Gulf States R/S Meeting	February 8	Tunica, MS
KS/OK R/S Meeting	February 8	Mulvane, KS
IA/NE R/S Meeting	February 13-14	Council Bluffs, IA
AZ/CA/NV R/S Meeting	February 20-21	Monterey, CA
MT/NW R/S Meeting	March 6-7	Missoula, MT
East/Southeast R/S Meeting	March 6	Savannah, GA
NAIC Spring Meeting	March 24-27	Milwaukee, WI
Regional/State Chairman Training	March 27-28	Overland Park, KS
NCIS 2019 Train the Trainer Fall Conference	July 17-18	Overland Park, KS
NAIC Summer Meeting	August 4-7	Boston, MA
NCIS 2019 Train the Trainer Spring Conference	November 7-8	Overland Park, KS
NAIC Fall Meeting	November 15-18	San Francisco, CA