



What's Happening at NCIS

June 12, 2017

Topics this week:

- MPC I & CH Wheat, CH Canola School
- NCIS Recognition for Project
- NCIS Conducts Marketing Planning Workshops



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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.



NCIS MPC I and Crop-Hail Wheat, Crop-Hail Canola School

Approximately 85 attendees representing 11 companies and RMA attended the NCIS Crop-Hail and MPC I Wheat and Crop-Hail Canola School in Stillwater, OK on May 23 and 24. The school was led by Kansas/Oklahoma Committee Chairman, Sean Harvey (Great American) and Oklahoma School Chairman, Randy Feldmann (Crop Risk Services). The first day was a classroom session which began with a presentation by Dr. Jeff Edwards, Head for the Department of Plant and Soil Sciences at Oklahoma State University, who spoke to the group about wheat lodging and plant growth regulators and some of the pests and diseases facing wheat producers this year. Loss procedures for canola and wheat were reviewed in the classroom by Mark Askerooth (Crop Risk Services), Michael Schroeder (Diversified) and Roxanne Wegner (Rain & Hail). The second day was spent at the Cimarron Valley Research Station near Perkins, OK for the in-field part of the school. Attendees completed four rotations where they continued learning through hands-on application of Crop-Hail canola and wheat procedures, MPC I small grains procedures and a bin measurement exercise. Additional field day assistants included Christopher Deetjen (Diversified), Derek Kovick (Rain & Hail), Patrick Kurtenbach (Diversified), Dennis Mackey (Farmers Mutual Hail), Jason Schotte (Great American), Gary Williams (Rain and Hail) and Charles Willis (RCIS).



NCIS Receives Recognition for Limited Resource and Socially Disadvantage Producers Project



We wanted to share the exciting news with you that the Southern Risk Management Education Center (SRMEC) has designated the NCIS 2014-15 project, “Developing Personal Risk Management Plans for Limited Resource and Socially Disadvantaged Producers in South Carolina” as one of its top projects. This project was under the direction of Laurence Crane and he is very deserving of this honor for his hard work and dedication to reaching limited-resource and socially disadvantaged farmers.

Ronald Rainey, SRMEC Center Director, and Erica Fields, SRMEC Project Manager, had this to say about the project: “Your project distinguished itself among the other outreach efforts because of your innovative use of technology, solid impacts, and evaluation process.”

Congratulations on a job well done, Laurence!!

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 second of the three workshops in Clinton, NC, June 8; Lumberton, NC, June 9; and Bowman, SC, June

10. During these workshops, participants were introduced to the five decision variables that compose the Marketing Mix (product, price, place, promotion, people) and how they impact marketing effectiveness. Participants were given a homework assignment to complete before the next workshops which will be conducted in July. 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.



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

Event	Date(s)	Location
<i>2017 Meetings - Click Here to access meeting information. Registration open 4 to 6 weeks prior to date of meeting(s).</i>		
<u>2017 Meetings</u>		
Board of Directors Meeting	June 26-27	Offsite
NCIS 2018 Train the Trainer Fall Conference	July 18-19	Overland Park, KS
MPCI & CH Lentil, Safflower, Chickpea, Winter Pea/Pea & Mustard/Canola School	June 20-21	Moccasin, MT
CH Wheat, Corn & Soybean School	June 21-22	Columbia, MO
CH & MPCI & Corn & Soybeans School	July 11-12	Grand Island, NE
CH Corn, Soybean, Oats and MPCI Forage School	July 13	Beresford, SD
CH New Adjuster, Corn & Soybean	July 19	Lamberton, MN
CH Corn & Soybean School	July 20	Lamberton, MN
MPCI & CH Corn, Soybean, Grain Sorghum & Cotton School	July 26-27	Manhattan, KS
CH Potato & Field Corn, MPCI 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
MPCI & CH Potato & Malting Barley School	August 8-9	Alamosa, CO
MPCI Peanut & CH Rice School	August 8-9	Stoneville, MS
MPCI Blueberry & Grape School	August 9-10	Benton Harbor, MI
Whole Farm Revenue Protection (WFRP) Loss Adjustment Training	September 6-7	Savannah, GA
Board of Directors Meeting	September 20-21	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
<i><u>2018 Meetings</u></i>		
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