



What's Happening at NCIS

March 13, 2017

Topics this week:

- MT/NW R/S Annual Meeting
- East/SE R/S Annual Meeting
- Marketing Risk Management – South Carolina Planning Session



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Questions/Comments/

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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.



National Plant a Flower Day

2017 NCIS Montana/Northwest Regional/State Committees Annual Meeting

The 2017 Montana and Northwest Regional State Crop Insurance Committees' annual meeting was held in Missoula, Montana, February 28 and March 1. Thirty-eight representatives from NCIS member companies were in attendance representing nine companies along with four representatives from the Risk Management Agency and an agent association representative. The meeting was chaired by Kyle Gannon (ArmTech – NW) and Bob McPherson (ProAg – MT).

Speakers included Shelia Schenk (RMA Billings Regional Office), Ben Thiel (Spokane RMA Regional Office), Sandy Sanchez and Stephen Foerstler (Western Regional Compliance Office) and keynote speaker, Russ Cherry. Ms. Schenk provided statistical data for the Billings regional office, actuarial and special provision statement changes and recent claims issues. Mr. Thiel gave a look back at this past year's activities and issues in the Spokane Regional Office region and presented Whole Farm Revenue tax filing reports and claims scenarios. Kyle Gannon and Bob McPherson gave a recap of loss adjusting training schools and loss reports. Russ Cherry spoke on conflict resolution. Dean Strasser, NCIS, provided recommendations from the various NCIS Regional/State Crop Insurance Committees and NCIS standing committees for MPCI and Crop Hail, a Policy and Underwriting update, Crop Hail update and program integrity.

2017 NCIS East/Southeast Regional/State Committees Annual Meeting



The East and Southeast Regional/State Committees held their annual meeting on March 7 in Savannah, GA. Nine companies were represented by 36 attendees. Representatives from the RMA Regional Offices of Raleigh, Valdosta and the Eastern Regional Compliance Office attended and presented.

Brian Davis (East), Michael Smith (Southeast), David Gray (Florida sub-committee) and Zach Schmitt (Northeast sub-committee) provided updates from the recent loss season. Gary Spires of the South Carolina Farm Bureau discussed the current political environment and the effects they may have on agriculture in the state of South Carolina. Matthew Wilkin, Valdosta RO, and Alexander Sereno, Raleigh RO, gave updates on special provision changes, prices and possible future changes. Jessica Dedrick, RMA Eastern Compliance, provided an overview of the office functions and current areas of focus. Mollie Dvorak and Lynnette Dillon, NCIS, presented the 2017 update on policies, provisions, loss adjustment, Crop Adjuster Proficiency Program (CAPP), and showed new videos on program integrity and professional conduct.

Marketing Risk Management—South Carolina Planning Session

NCIS is partnering with Extension Educators at South Carolina State University to teach a series of workshops to help limited resource and socially disadvantaged farmers in the Strike Force counties in South Carolina manage their marketing risks. The objective is to help farmers and ranchers understand their risk exposure, determine their costs of production, and develop marketing plans for their farms. NCIS led a planning and orientation session with Extension Educators who will be involved in the project in Bowman, SC, March 7. This activity will consist of a series of three workshops (May 20, June 17, July 15) and sixty hours of individualized instruction. This project is the result of a competitive proposal prepared by NCIS and selected by RMA to be funded as a Cooperative Agreement. 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
<u>2017 Meetings</u> - Click Here to access meeting information.		
Registration open 4 to 6 weeks prior to date of meeting(s).		
<u>2017 Meetings</u>		
Regional/State Chairman Training	March 28-29	Overland Park, KS
Underwriting & Operations Committee Meeting	April 4-5	Overland Park, KS
NAIC Spring Meeting	April 8-11	Denver, CO
MPCI PPLA Committee Meeting	April 18-19	Overland Park, KS
Crop-Hail PPLA Committee Meeting	April 19-20	Overland Park, KS
Technology & Information Processing Committee Meeting	April 25-26	Overland Park, KS
Communications & Outreach Committee Meeting	May 2-3	Overland Park, KS
Crop-Hail A&S Committee Meeting	May 4	Overland Park, KS
Program Development Committee Meeting	May 23-24	Overland Park, KS
Board of Directors Meeting	June 26-27	TBD
NCIS 2018 Train the Trainer Fall Conference	July 18-19	Overland Park, KS
NAIC Summer Meeting	August 5-8	Philadelphia, PA
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
<u>2018 Meetings</u>		
NCIS 2018 Claims Managers' Conference	January 17-18	Overland Park, KS
Crop Insurance Industry Conven.	February 4-7	Scottsdale, AZ
NAIC Spring Meeting	March 24-27	Milwaukee, WI
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