

Another Round of **Successful Summer Schools**

By NCIS Staff

2016 was yet again another busy year for NCIS staff and companies as more than 1,300 were trained during one of the 18 loss adjuster schools and field days. A large portion of NCIS efforts are placed on planning, hosting, and reviewing annual adjuster schools. The success of these schools comes from the help of regional/state committees who ensure that each school is relevant for adjusters, along with finding experienced adjusters to effectively instruct attendees about both the crop policies and loss adjustment procedures. The schools depend on every individual who helps with them either by teaching, leading a group in the field, organizing registration, or any other task that is done to make these successful.

The schools continue to grow in the number offered and adjusters prepared ensuring that all are trained on industry approved loss procedures. This provides consistency among all companies and assures farmers that their losses are adjusted accurately and fairly. Between the classroom and hands-on field training, loss adjusters have the opportunity to learn about a wide variety of crops. Adjusters studied 20 different crops through the summer schools, as well as the Whole Farm Revenue Protection policy.

NCIS would like to thank the individual regional/state committees and all of those who helped plan or participate in the teaching at the schools and field days. Organizing these schools also takes a lot of work by NCIS staff. Providing guidance on topics, finding speakers, pulling materials together, securing room blocks and food with hotels, and at many schools, participating in the training presentations, are just a few of their responsibilities. NCIS staff who were instrumental in the success of the 2016 schools and field days include: Lynnette Dillon, Mollie Dvorak, Janet Field-Straley, Mark Flohr, Dave Hall, James Houx, Don Hutsell, Chris Lindsay, Loretta Sobba, Dean Strasser, Anna Walters, and Mark Zarnstorff.

Below is a recap of the 2016 schools and field days. (There is one remaining school in Florida in mid-November whose recap could not make it in before press time.)



MPCI & Crop-Hail Wheat & Corn/Crop-Hail Canola School

Stillwater, Oklahoma—May 18-19

Almost 100 adjusters attended the MPCI and Crop-Hail Wheat and Corn and Crop-Hail Canola and School in Stillwater, OK, on May 18-19. During the classroom session, Dr. Jeff Edwards, head of the Department of Plant and Soil Sciences at Oklahoma State University, discussed wheat lodging and plant growth regulators and diseases and pests facing wheat producers. Crop loss procedures for canola and wheat were also reviewed during the classroom session. The second day began at the Cimarron Valley Research Station with the in-field portion of the school. Adjusters were divided into four groups and rotated through plots to review and apply corn stand reduction procedures, canola branch and pod loss procedures, the MPCI wheat after heading appraisal method and Crop-Hail wheat procedures accounting for loss due to breaks and shatter. The school concluded with exercises to measure acres and calculate production. Randy Feldmann, ADM Crop Risk Services and Oklahoma School Chairman, and Christopher Deetjen, Diversified Crop Insurance and Kansas/Oklahoma Regional/State Chairman, led the school.

Crop-Hail Wheat & Soybean School/Field Day *Columbia, Missouri—June 14-15*

Approximately 50 loss adjusters and supervisors participated in the NCIS Crop-Hail Wheat and Soybean School held in Columbia, MO, June 14-15. Both classroom and in-field hands-on crop loss adjuster training were provided. New and experienced loss adjusters learned basic crop-hail adjustment procedure, worked through simulated hail losses on test plots at the Bradford Research Center and received an update on recent loss adjustment changes in the classroom. Guest speaker Dr. Bill Wiebold, University of Missouri, presented on drones. Many thanks to all speakers including Jim Bolles and Grant Newton, Great American Insurance; Jim Baldwin, RCIS; Kenny Mason, Farmers Mutual Hail Insurance; and, Missouri Regional/State Committee Chairman, Jami Wells, ProAg.



Adjusters at the Missouri school measure a 10-foot row length to figure out the number of original soybean plants prior to determining stand reduction due to hail damage.



Assessing simulated hail damage to wheat was an important part of the loss adjuster school in Missouri.

MPCI Corn-Silage, Sunflower, Sesame, & Delayed Notice of Loss/ Claim School

Bastrop, Texas—June 14-15

The MPCI Corn-Silage, Sunflower, Sesame and Delayed Notice of Loss/Claim School was held in Bastrop, TX, on June 14-15. The

78 participants included adjusters, supervisors and claims managers representing ten Approved Insurance Providers (AIPs), and representatives of the Risk Management Agency (RMA) Oklahoma City Regional Office and RMA Southern Regional Compliance. The Southwest Regional/State Committee Chairman, Kyle Sisk, QBE/NAU, began the school with the welcome and in-



Attendees and representatives from the Montana State Grain Lab examine lentils during the classroom portion of the loss adjuster school.



Adjusters spent time evaluating hail damage to lentils at the Montana State University Central Agricultural Research Station.

production. Shelley Jones, ProAg, provided an update on NCIS and the NCIS Training and Education Standing Committee. Ron Ziegler, Heartland Crop, instructed the group on sunflower policy provisions and loss adjustment procedures for adjusting claims. Jerry Riney, Sesaco Corp., gave a presentation on the policy and procedures for the sesame pilot program. Don Hutsell, NCIS staff, gave presentations on the corn-silage policy and loss procedures, delayed notice of loss/delayed claims procedures, and a showed a video on program integrity.

Crop-Hail & MPCl Canola, Chick Peas, Dry Peas, & Lentils School

Moccasin, Montana—June 21-22

Bob McPherson, ProAg, Montana Regional/State Committee Chairman, and NCIS staff, Dean Strasser, led the Crop-Hail and MPCl Canola, Chick Peas, Dry Peas, and Lentils school and field day held in Moccasin, MT, June 21-22. More than 90 participants were in attendance at the Montana State University (MSU) Central Agricultural Research Center for this two-day school. Speakers included Dr. Bruce Maxwell, MSU; Kerry Yates, Monsanto; Shelly Mills, Valley County Montana Extension Agent; keynote speaker Russ Cherry, who spoke on conflict resolution; two representatives from the Montana State Grain Lab; five representatives from the Billings RMA Regional Office, and Professor Mary Burrows, MSU. Activities included disease and insect education and field sessions involving crop-hail and MPCl policy and procedures.

This year's school was highlighted by recognizing the retirement of Dave Wichman, Superintendent of the MSU Central Research Center. Dave has been with research center for 31 years and has been an integral part of the annual NCIS school for almost every one of those 31 years.

Crop-Hail & MPCl Dry Peas & Wheat School

Scottsbluff, Nebraska—June 21-22

The Crop-Hail & MPCl Dry Pea and Wheat School took place on June 21-22 at the University of Nebraska's Panhandle Research and Extension Center in Scottsbluff,



NE. Thirty-one adjusters were provided with information on plant physiology, pests and management techniques to help them better detect and determine the source of damage to crops. The classroom training given by university personnel included presentations on dry pea and wheat growth and development, insect damage, herbicide damage, genetics and physiology, and weed control. The in-field exercises, conducted by field supervisors from the insurance companies, included crop-hail and MPCCI procedures and known issues. Mark Flohr, NCIS liaison to the committee, discussed anti-trust and professional conduct.

NCIS MPCCI Rice School

Stuttgart, Arkansas—July 12-13

Approximately 85 adjusters and 20 plot leaders attended the Rice school held in Stuttgart, AR at the Rice Research and Education Center on July 12-13. The two-day school included classroom instruction followed by field training. Classroom training included sessions on appraisals, production worksheets, the Downed Rice endorsement and rice staging. Dr. Jarrod Hardke from the Research Center also led a discussion as well as hands-on training in the field plots. Other trainers included Mitch Latour, QBE/NAU; Kyle Harper, Diversified Crop Insurance; and, Dustin Tubbs, ProAg.

Crop-Hail Corn, Soybeans, Wheat, & MPCCI Forage School

Beresford, South Dakota—July 14

The Crop-Hail Corn, Soybeans, Wheat and MPCCI Forage School took place at the Southeast South Dakota Experiment Farm in Beresford, SD, on July 14. The more than 70 participants were briefed by James Houx from NCIS on program integrity and professional conduct. Later, experienced adjusters taught the various crop-hail and MPCCI loss adjustment procedures by using hands-on training in field plots. Activities included adjusting damage to late V-stage corn, V- and R-stage soybean and ripe wheat. Training and Education Committee representative, Hunter Hall, Rain and Hail, gave an NCIS summer school update.



A group of adjusters at the dry pea and wheat school in Scottsbluff, Nebraska.



Standing in water was just part of the job when assessing damage on these rice fields at the loss adjuster school in Stuttgart, Arkansas.



Adjusters enter a wheat test plot to begin their assessments while at the school in Beresford, South Dakota.



Plot leaders are experienced loss adjusters and are an integral part of every successful school.



Plot leaders at the school in Lamberton, Minnesota, discuss soybean stages of growth.



This device is used to measure one square foot for sampling lentils.

Crop-Hail New Adjuster School

Lamberton, Minnesota—July 20

The 2016 New Adjuster school was held at the University of Minnesota, Southwest Research and Outreach Center, in Lamberton, MN, July 20. Dr. Mark Zarnstorff, NCIS, led the group of more than 50 participants. Topics included staging and adjusting procedures for soybeans, corn and dry beans with emphasis on field instruction. New adjusters attend this school to hone their skills and get a better understanding of loss adjustment techniques. One participant at the school stated, “...I think it is a responsibility of companies and seasoned adjusters to pass on knowledge to the future leaders of our trade. In the end, we all have one common goal—to follow the procedures provided to us from the many years of (NCIS) research.”

Crop-Hail Corn & Soybean School

Lamberton, Minnesota—July 21

The Crop-Hail Corn and Soybean school was also held at the Southwest Research and Outreach Center in Lamberton on July 21 with more than 110 in attendance. Discussions on field adjusting on vegetative-stage and reproductive-stage soybeans, dry beans, and corn (10 leaf through 17 leaf and 18 leaf-tassel) were discussed. Bruce Potter, Integrated Pest Management specialist at the Center, provided a disease and insect update, and Dr. Jeff Coulter led a discussion on the current growing season and research reports.

MPCI & Crop-Hail Canola, Chick Peas, Lentils, & Wheat School

Spokane, Washington—July 26-27

More than 50 adjusters were trained on loss procedures for canola, chick peas, lentils and wheat during the July 26-27 school and field day in Spokane, WA. Drew Lyon, Washington State University (WSU) Extension, provided local growing and crop information. Representatives from the Spokane RMA Regional Office presented materials on acceptable records for vertically integrated producers. Todd Schultz, Vice President of the U.S. Dry Pea & Lentil Association, said

that 2016 is the “International Year of Pulses” and discussed efforts to increase the number of products that include pulses. Howard Nelson, Central Washington Grain Growers, discussed differences of fall planted dry peas versus spring planted peas. Mike Mills, RCIS, presented the alternate crop-hail weight method for lentils and shared data from trials conducted. Dave Paul, QBE/NAU, provided an overview of the Malt Barley Endorsement and the changes for the 2017 crop year. Dean Strasser, NCIS liaison to the committee, provided an industry update and shared a video on maintaining program integrity.

Crop-Hail & MPCI Corn, Cotton, Grain Sorghum, & Soybean School

Manhattan, Kansas—July 27-28

Christopher Deetjen, Diversified Crop Insurance and Kansas/Oklahoma Committee Chairman, and Michael Schroeder, Great American Insurance and Kansas School Chairman, led the Crop-Hail and MPCI Corn, Cotton, Grain Sorghum, and Soybean school held in Manhattan, KS, on July 27-28. More than 110 adjusters and plot leaders representing seven AIPs participated in the school.

Day one began with crop-hail field work where participants rotated through five crop plots and took counts to determine the percent of loss. The afternoon session included presentations from Kansas State University (KSU) faculty members. Dr. Mike Stamm spoke about canola improvement and management; Dr. Ignacio Ciampitti addressed crop production and management practices; and, Dr. Brian McCornack presented information regarding insect pest diagnosis in field crops. Jamie Hageman, ProAg, presented a summer school update on behalf of the NCIS Training Committee. On the second day, adjusters worked through MPCI appraisal methods on five plots and reviewed the procedure for completion of loss adjustment forms. Thanks to all those who helped with the school including Christopher Deetjen; Jim Baldwin, RCIS; Mike Weber, Farmers Mutual Hail; Jamie Wells, ProAg; T.J. Lamb, Rain and Hail; Ronnie Ziegler, Heartland Crop; Travis Moore and Kyle Sisk, QBE/NAU; and, Nick Blank, Jerry Ewing, Jason Schotte, and Michael Schroeder, Great American.



Sunflower loss adjustment wasn't part of the plan for the attendees at the Manhattan school in July but the research director had a plot available and it was added to the list of field rotations.



Adjusters determined hail damage to corn at the school in Champaign, Illinois.



Soybeans were just one of the crops adjusters learned about at the school in Manhattan, Kansas.



Adjusters assessing hail damage to soybean plants at the crop-hail school in Champaign, Illinois.



Assessing hail damage on barley was part of the field rotations at the school in Fargo, North Dakota.



Classroom sessions at loss adjuster schools provide opportunities to hear about updates and/or changes to policies or procedure, or from experts on various topics pertinent to loss adjustment.

Crop-Hail Corn, Soybeans & Wheat School/Field Day

Champaign, Illinois—August 3-4

The Illinois/Wisconsin Regional/State Committee held the Crop-Hail Corn, Soybean, and Wheat School/Field Day in Champaign, IL, August 3-4 with more than 100 new and experienced adjusters participating. The school included classroom instruction on corn, soybean, and wheat loss adjustment procedures taught by knowledgeable and experienced adjusters from member companies. Following the classroom instruction, field exercises were conducted at the University of Illinois' Crop Science Research and Education Center in Urbana and focused on corn and soybean hail damage at three developmental stages encompassing early vegetative through late-reproductive growth and included corn ear damage. Wheat loss procedures were also conducted in the field for the first time. James Houx from NCIS discussed program integrity and professional conduct.

NCIS 2016 Crop-Hail New Adjuster—Wheat Corn and Soybeans School

Fargo, North Dakota—August 8

The Crop-Hail New Adjuster Wheat, Corn, and Soybeans school was held in Fargo, ND, August 8, at North Dakota State University (NDSU) for approximately 40 attendees. Mark Zarnstorff, NCIS, welcomed the new adjusters and spoke about program integrity. Participants were provided information regarding basic crop-hail adjusting procedures including hands-on adjusting in the field.

Crop-Hail Corn, Soybeans, Dry Beans, Wheat, Barley, Sunflowers, & Field Peas/Lentils School

Fargo, North Dakota—August 9-10

The 2016 Crop-Hail Corn, Soybeans, Dry Beans, Wheat, Barley, and Sunflowers School was also held at NDSU on August 9-10, following the new adjuster school. More than 80 adjusters, including those who participated in the new adjuster school, participated in training that focused on hands-on adjusting field work. Speakers reviewed plant pathology, soybean breeding and specialty crops

research. On the second day, adjusters were divided into groups for field rotations where they studied soybeans (vegetative and reproductive stages), corn, dry beans (vegetative and reproductive stages), sunflowers, wheat/barley, and field peas/lentils. A special thank you to the NCIS Regional/State Committee, NDSU and the Plant Sciences Department, including Burton Johnson and his staff, for their continued support and help with these schools.

Corn, Dry Beans & Sunflowers School/ Field Day

Powell, Wyoming—August 9

The NCIS Montana Regional/State Crop Insurance Committee's adjuster school for Corn, Dry Beans, and Sunflowers was held on August 9 at the University of Wyoming's Powell Research and Extension Center. The school began in the field with Crop-Hail and MPCI loss instructions for Corn, Dry Beans, and Sunflowers. The classroom session provided the more than 50 adjusters valuable information regarding efficient management of available irrigation resources, basics of seed certification and requirements for growers of certified seed and a facility tour by the station's weed specialist. The tour highlighted chemical treatment trials on chemical carryover and how varying rates of rainfall/irrigation affect rotations of corn, dry beans, and sugar beets.

NCIS 2016 Crop-Hail Corn and Soybeans School

Boone, Iowa—August 9-10

The Iowa Regional/State Committee held the 2016 Crop-Hail Corn and Soybean Work-



The bed of a pickup truck can come in handy for holding plants and completing paperwork.



A representative from Iowa State University explains soybean growth to attendees at the school in Boone, Iowa.



shop at the Iowa State University Field Extension Education Laboratory in Boone, IA, August 9-10. Approximately 100 new and experienced adjusters participated in the two-day event. The workshop included classroom instruction on corn and soybean procedures taught by knowledgeable, experienced adjusters from member companies, and a discussion on program integrity and professional ethics. Following classroom instruction, field exercises were conducted on corn and soybeans at three developmental stages encompassing early vegetative through late-reproductive growth including corn ear damage.

MPCI Apple School/ Field Day

Benton Harbor, Michigan—August 23-24

The NCIS MPCI Apple School was held in Benton Harbor, MI, on August 23-24. The 108 participants included adjusters, supervisors, and claims managers representing nine AIPs, and representatives of the RMA Springfield Regional Office. On day one, IN/MI/OH Regional/State Chairman, Meg Yandell, RCIS, began the school with the welcome and introduction. Adrienne McTaggart, Springfield RMA-RO, gave a presentation on the Apple Crop Provisions and Special Provisions. Kenny Shock, Great American, provided a presentation on pre-acceptance appraisals and Mike Moore, retired AMS Grader, instructed the group on the procedures for grading apples. Don Hutsell, NCIS, aired a short video on program integrity and provided a presentation on claim procedures and forms completion.

Day two was devoted to a field day on appraising apples, conducting pre-acceptance appraisals and grading apples in the field. The plot leaders were: Sharon Shock, Great American; Jody Daviess, ADM; Larry Westerhoven, ARMtech; and, Ed Cerven, Don Weckwerth, and Pam Larson, RCIS.

VisitWebsite
ag-risk.org



Adjusters at the apple school in Michigan spent time at an apple orchard so they could apply what they learned in the classroom.



Adjusters grade apples at the Benton Harbor, Michigan, school.



A canopy provides a little relief from the hot August Iowa sun.