

Greetings from



SOUTHWEST
Ag Insurance

FEBRUARY 2021 NEWSLETTER SUMMARY



GARY'S SECTION

Here we are in 2021 with a new administration in charge in Washington DC, Covid-19 is still with us but seems to be waning a bit... [Read More...](#)



MEGAN'S GREETINGS

I hope 2021 is off to a good start for you and your families. [Read More...](#)



MEET ASHTEN!

Ashten joined our team in November and we are happy to have her on staff. [Read More...](#)



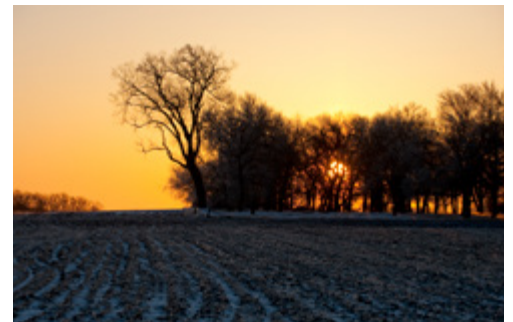
2021 QUOTES

[View the 2021 Quotes...](#)



UPCOMING DEADLINES

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REPLANT REMINDERS

Please call us if a situation arises that you will need to replant any acres before replanting. [Read More...](#)

“
**Dream big.
Work Hard.
Stay Humble.
Be kind.
Be loyal.
Always be honest.
Invest in others.
Be Thankful.**



COURTESY NICOLE NIGHTENGALE

APPROACHING DEADLINE

March 15th is the SALES CLOSING DATE for all spring crops: Corn, Grain Sorghum, Soybeans, Cotton, Sunflowers, etc. Any changes needed to be made to your crop insurance policy will need to be done by March 15th.

Call us today to schedule an appointment to review your policy before March 15th.

FSA Deadline to sign up for ARC/PLC elections is March 15th.

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GARY'S SECTION



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Here we are in 2021 with a new administration in charge in Washington DC, Covid-19 is still with us but seems to be waning a bit, and bitter cold weather is some of the most severe we have had in many years. We have also experienced a very nice increase in grain prices to levels that will allow for some profitability if input prices don't get out of hand. The fact is.....

change is one thing we can always count on and we must keep ourselves focused on what really matters. My wife and I were very close to an elderly lady in our community that we have taken care of for a few years. She passed away in early February at the age of 103. She is the only person I know that lived through the last pandemic in 1918 which would have ended when she was four years old. Just imagine all of the things she would have observed and lived through in this country and this community from 1917 until 2021. Each time we were with her it was an opportunity to reflect on what is truly important in life. It was an opportunity to gain a deeper understanding of grace and love and caring about others. As we move on and forward in 2021, I pray that we all can take time to evaluate what we are doing and how we are doing it. Philippians 4:8 says Finally, brothers and sisters, whatever is true, whatever is noble, whatever is right, whatever is pure, whatever is lovely, whatever is admirable- if anything is excellent or praiseworthy-think about such things.

There are a couple of new things available to you in the 2021 crop year as far as crop insurance is concerned. The "quality loss option" is something that will definitely be of interest for those multi-peril customers who have had claims in past years where a yield reduction was assessed due to a grain quality issue. This new option if elected will allow us to replace the yield in the database with the "pre-quality loss" yield. This is significant for those insureds who had fumonisin claims on corn in 2017. If you think this new option would benefit you please give us a call. Sales closing date is March 15th so we have until then to add this option onto your policy. Another new offering for multi-peril is called Enhanced Coverage Option.

If elected, this option will insure against "shallow losses" with coverage from the 86% level up to either 90% or 95% (whichever is chosen). This is "area wide" coverage so although the guarantees are calculated using your farm specific yield history, the loss calculation is based on "area wide" expected yields and area wide actual yields. There is an entire flyer insert with this newsletter which will explain Enhanced Coverage Option in more detail. If you have interest in this product or questions about it, please give us a call and we can explain it in more detail.

The deadline to select your ARC or PLC at the FSA office is also March 15th. Kansas State University has put some good material out that might help in your decision making process. This is a choice you must make through FSA and not crop insurance but we do understand that there are always questions and we're willing to help. Please don't hesitate to contact us if you would like assistance and we will do our best to help you.

With grain prices quite a bit higher than last year at this time, we will see better crop insurance guarantees on your spring crops. The price setting period is the month of February. With higher guarantees per acre we will see a slightly higher cost per acre for the multi-peril just due to the higher coverage amounts. Hail prices have remained unchanged for this year which is great news. Please look throughout this newsletter for not only cost estimates for coverage but also reminders on several things to keep in mind as we get into spring planting. Thank you for your business and stay warm!!



COURTESY OF KAREN JANTZ



MEGAN'S GREETINGS

I hope 2021 is off to a good start for you and your families. As I sit in a warm office writing this, we are currently on our 10th consecutive day of temperatures 20° or less. I can speak for the cowboy in my family in that we are ready to welcome warmer weather back with open arms!

Changes: 2021 has all economists scratching their heads trying to figure out what commodity prices will bring over the course of the year. It has been a welcomed sight to see grain prices on the rise. These prices make a pretty large determination in whether you will elect ARC or PLC at FSA for the upcoming year. Many of you are a part of AgManager—a free service provided by Kansas State University, that puts out a wealth of great material. If you are not on their e-mail list, I highly recommend signing up for this free service at agmanager.info. If you are looking for info on weighing your ARC/PLC decision, I would suggest you start here. The ARC/PLC election is what we are getting the most questions on thus far this year. I wish we had a crystal ball telling us what the commodity prices will do over the next 18 months. AgManager did summarize that PLC has historically made payments 5 out of the last 6 years on corn, milo and wheat. However, PLC payments are triggered strictly upon the marketing year average price falling below a certain point (Corn \$3.70, Beans \$8.40, Milo \$3.95 and wheat \$5.50). With the momentum in the grain markets today....will those prices stay above those lines over the next 18 months? If so, we could estimate that no PLC payments will be made. Whatever election you make—this will need to be made with FSA by **March 15th**.

New programs: Some of you have asked about Enhanced Coverage Option, or ECO. This is a new crop "option" to add to your policy. The best advice I have is to come in and look at a quote with us. This option is not ideal for all scenarios. This is going



to be best for those individuals that are wanting more "enhanced" coverage above and beyond what an 85% multi-peril coverage level can offer. We can quote it on your policy and look at premium costs, but in most scenarios, it will double or almost triple your premium. However, it is a new option we will cover if you are interested. We've stuck a flyer in with this newsletter to help explain it further. This option or any other changes needed to your policy will need to be made by the **March 15th deadline**.

Prices: For crop insurance, our base price is set during the month of February of each year (CBOT-no basis). For this month we are estimating corn prices to be around **\$4.52**—in comparison, this price was set at \$3.88 last year. The last time we saw the base price for corn over \$4.50 was clear back in 2014. What this boils down to is more dollars worth of coverage across your farm, so this is an encouraging thing to see.

What surprises are in store for 2021? Hopefully not many. As always we are here to help make your crop insurance decisions as easy and painless as possible. We like to review each of your policies between now and our deadline of March 15th. We are available to review these policies in person at our office, over the phone, via e-mail....whatever works best for you. We look forward to working with you in 2021. As always, thanks for trusting us with your crop insurance needs.

MEET ASHTEN!



If you have been by our office recently I hope you've had the chance to meet Ashten Clark. Ashten joined our team in November and we are happy to have her on staff. Ashten is no stranger to the area; she grew up in Fowler, Kansas and has been one of the friendly faces working with farmers at Ford County FSA before landing with us. Ashten graduated from Fort Hays State University with a degree in Geosciences-Geography. While there,

she also received a certificate in GIS (geographic information systems), so she is fully equipped to step into her new role. Ashten and her fiancé, Colton Dirks, are engaged to be married in August 2021. In her free time Ashten enjoys tending to her chickens, ducks, and spending time with family. She is most looking forward to getting to know the people and farmers who make Gray County and the surrounding areas such a great community to live in.

2021 QUOTES

IRRIGATED CORN | *PRICE: \$4.53

YIELD	COVERAGE LEVELS	PLAN	BUSHEL GUARANTEE	COVERAGE \$*	EU PREMIUM \$*	OU PREMIUM \$*
180	65	RP	117	530.01	3.71	11.26
180	70	RP	126	570.78	5.19	14.86
180	75	RP	135	611.55	8.32	21.06
180	80	RP	144	652.32	15.11	31.03
190	65	RP	123.5	559.46	3.84	11.64
190	70	RP	133	602.49	5.39	15.39
190	75	RP	142.5	645.53	8.64	21.85
190	80	RP	152	688.56	15.72	32.22
200	65	RP	130	588.90	3.95	11.97
200	70	RP	140	634.20	5.56	15.86
200	75	RP	150	679.50	8.93	22.55
200	80	RP	160	724.80	16.27	33.31
210	65	RP	136.5	618.35	4.08	12.35
210	70	RP	147	665.91	5.75	16.38
210	75	RP	157.5	713.48	9.25	23.32
210	80	RP	168	761.04	16.87	34.49
220	65	RP	143	647.79	4.20	12.71
220	70	RP	154	697.62	5.94	16.89
220	75	RP	165	747.45	9.57	24.09
220	80	RP	176	797.28	17.47	35.66

NON-IRRIGATED CORN | *PRICE: \$4.53

YIELD	COVERAGE LEVELS	PLAN	BUSHEL GUARANTEE	COVERAGE \$*	EU PREMIUM \$*	OU PREMIUM \$*
40	65	RP	26	117.78	4.89	16.39
40	70	RP	28	126.84	5.77	18.62
40	75	RP	30	135.90	7.99	23.08
40	80	RP	32	144.96	12.97	30.58
50	65	RP	32.5	147.23	5.41	17.96
50	70	RP	35	158.55	6.38	20.40
50	75	RP	37.5	169.88	8.83	25.29
50	80	RP	40	181.20	14.31	33.48
60	65	RP	39	176.67	5.87	19.46
60	70	RP	42	190.26	6.94	22.05
60	75	RP	45	203.85	9.61	27.34
60	80	RP	48	217.44	15.57	36.20
70	65	RP	45.5	206.12	6.31	20.87
70	70	RP	49	221.97	7.47	23.64
70	75	RP	52.5	237.83	10.34	29.29
70	80	RP	56	253.68	16.75	38.80

IRRIGATED SOYBEANS | *PRICE: \$11.71

YIELD	COVERAGE LEVELS	PLAN	BUSHEL GUARANTEE	COVERAGE \$*	EU PREMIUM \$*	OU PREMIUM \$*
50	65	RP	32.5	380.58	3.66	9.49
50	70	RP	35	409.85	4.92	12.44
50	75	RP	37.5	439.13	7.48	17.51
50	80	RP	40	468.40	13.52	25.91
60	65	RP	39	456.69	4.00	10.32
60	70	RP	42	491.82	5.39	13.58
60	75	RP	45	526.95	8.22	19.22
60	80	RP	48	562.08	14.91	28.48
70	65	RP	45.5	532.81	4.29	11.07
70	70	RP	49	573.79	5.80	14.59
70	75	RP	52.5	614.78	8.89	20.74
70	80	RP	56	655.76	16.17	30.82
80	65	RP	52	608.92	4.59	11.81
80	70	RP	56	655.76	6.23	15.62
80	75	RP	60	702.60	9.57	22.29
80	80	RP	64	749.44	17.46	33.18

As always, it is too early in the base price setting period to anticipate the final price, so these coverage and premium quotes are for your reference only to indicate what to expect. Take these quotes for what they are worth, a **SAMPLE** for reference **ONLY**. Please call for a time to discuss your farm plans.

RP = Revenue Protection

OU = Optional Units

EU = Enterprise Units

***This is an estimated price. These coverage and premium quotes are for your reference only. Prices will be finalized February 28th. (Coverage \$ are estimated on 100 acres)**



2021 QUOTES

IRRIGATED GRAIN SORGHUM

*PRICE: \$4.35

YIELD	COVERAGE LEVELS	PLAN	BUSHEL GUARANTEE	COVERAGE \$*	EU PREMIUM \$*	OU PREMIUM \$*
100	65	RP	65	282.75	6.20	15.27
100	70	RP	70	304.50	7.51	18.43
100	75	RP	75	326.25	10.46	24.66
100	80	RP	80	348.00	17.41	34.38
110	65	RP	71.5	311.03	6.61	16.28
110	70	RP	77	334.95	8.02	19.66
110	75	RP	82.5	358.88	11.18	26.32
110	80	RP	88	382.80	18.62	36.71
120	65	RP	78	339.30	7.04	17.32
120	70	RP	84	365.40	8.55	20.93
120	75	RP	90	391.50	11.92	28.03
120	80	RP	96	417.60	19.86	39.10
130	65	RP	84.5	367.58	7.47	18.34
130	70	RP	91	395.85	9.06	22.18
130	75	RP	97.5	424.13	12.65	29.72
130	80	RP	104	452.40	21.09	41.47
140	65	RP	91	395.85	7.87	19.31
140	70	RP	98	426.30	9.56	23.37
140	75	RP	105	456.75	13.35	31.32
140	80	RP	112	487.20	22.26	43.71

NON-IRRIGATED GRAIN SORGHUM

*PRICE: \$4.35

YIELD	COVERAGE LEVELS	PLAN	BUSHEL GUARANTEE	COVERAGE \$*	EU PREMIUM \$*	OU PREMIUM \$*
40	65	RP	26	141.38	4.84	12.03
40	70	RP	28	152.25	5.65	14.01
40	75	RP	30	163.13	7.61	18.22
40	80	RP	32	174.00	12.35	24.78
50	65	RP	32.5	169.65	5.44	13.50
50	70	RP	35	182.70	6.35	15.74
50	75	RP	37.5	195.75	8.57	20.47
50	80	RP	40	208.80	13.92	27.86
60	65	RP	39	197.93	6.01	14.91
60	70	RP	42	213.15	7.03	17.40
60	75	RP	45	228.38	9.49	22.62
60	80	RP	48	243.60	15.43	30.82
70	65	RP	45.5	226.20	6.54	16.23
70	70	RP	49	243.60	7.67	18.93
70	75	RP	52.5	261.00	10.36	24.63
70	80	RP	56	278.40	16.84	33.58

RP = Revenue Protection

OU = Optional Units

EU = Enterprise Units

***This is an estimated price. These coverage and premium quotes are for your reference only. Prices will be finalized February 28th. (Coverage \$ are estimated on 100 acres.)**

SPRINKLER INSURANCE



We have a great “**replacement cost**” sprinkler coverage program at our office. As we see almost every year, thousands of dollars of sprinklers can be damaged in just a few moments. Our replacement cost sprinkler coverage is cost-efficient and will get you back up and running very quickly. The policy includes mechanical and electrical and will insure most sprinklers regardless of how old they are.

For the producer who is interested in only insuring sprinklers for “**actual cash value**” we have a program to do that as well. If this is something that would be of interest to you, give us a call and we can do a cost comparison/risk analysis with you to see if this program would be a fit.



UPCOMING DEADLINES

CORN DEADLINES

SALES CLOSING DATE	COUNTIES INCLUDED	EARLIEST PLANT DATE	FINAL PLANT DATE	LATE PLANT DATE (20 days after final plant date)	A/R DATE	END OF INSURANCE PERIOD
March 15	Gray, Meade, Haskell, Finney, Ford, Grant, Seward, Stevens, Kearny, Hodgeman	April 5	May 31	June 20	July 15	Dec. 10
	Greeley	April 10				
	Clark	April 1				
	Comanche, Kiowa, Edwards, Pratt, Stafford, Barber, Sedgwick	April 1	May 25	June 14		
	Sumner	March 20				
	Caddo, Ok	March 16	April 15	April 30		
	Beaver, Ok		June 5	June 20		

MILO DEADLINES

SALES CLOSING DATE	COUNTIES INCLUDED	EARLIEST PLANT DATE	FINAL PLANT DATE	LATE PLANT DATE (25 days after final plant date)	A/R DATE	END OF INSURANCE PERIOD
March 15	All Kansas counties	April 26	June 25	July 20	July 15	Dec. 10
	Caddo, OK	April 1	June 30	July 10		
	Beaver, OK	May 1				

SOYBEANS DEADLINES

SALES CLOSING DATE	COUNTIES INCLUDED	EARLIEST PLANT DATE	FINAL PLANT DATE	LATE PLANT DATE (25 days after final plant date)	A/R DATE	END OF INSURANCE PERIOD
March 15	Stevens, Seward, Meade, Gray, Ford, Finney, Grant, Haskell, Kiowa, Pratt, Clark	April 26	June 25	July 20	July 15	Dec. 10
	Barber, Harper, Kingman, Sedgwick, Sumner	April 15				
	Caddo, OK	N/A	June 30	July 25		

COTTON DEADLINES

SALES CLOSING DATE	COUNTIES INCLUDED	FINAL PLANT DATE	LATE PLANT DATE (15 days after final plant date)	A/R DATE	END OF INSURANCE PERIOD
March 15	All Kansas counties	June 1	June 16	July 15	Dec. 31

SUNFLOWER DEADLINES

SALES CLOSING DATE	COUNTIES INCLUDED	EARLIEST PLANT DATE	FINAL PLANT DATE	LATE PLANT DATE (15 days after final plant date)	A/R DATE	END OF INSURANCE PERIOD
March 15	Clark, Ford, Hodgeman, Finney, Gray, Meade, Seward, Haskell, Grant, Pawnee	April 25	June 25	July 20	July 15	Dec. 10
	Kiowa, Comanche, Pratt, Stafford, Kingman, Sumner	April 20				



GRAZE OUT WHEAT

For those of you that are grazing cattle on your wheat, March 15th is the final day to "short rate" your wheat and remove insurance from that field. If you have decided to graze-out a

field that was originally intended to be harvested for grain, you will need to contact our office prior to March 15th so that we can remove insurance from those acres you wish to graze out.

CLAIM REMINDERS

Please report a claim to our office as soon as you suspect there may be a loss! The earlier the better.

Timely claim reporting is very important. Multi-peril policy provisions state that the insured must give notification within 72

hours of the initial discovery of damage, but no later than 15 days after the end of the insurance period. End of insurance period is usually the earlier of 1) harvest of the crop 2) destruction of the crop 3) the calendar date for the end of insurance as listed in the crop provisions.

Please contact us immediately if you think you may have a potential claim. It is much easier to close out a claim that ended up not having a loss rather than to have a claim denied because it was not submitted timely. Keep us informed of what is happening on your farm.

REPLANT REMINDERS

As you are preparing for spring planting season, please remember that if a situation arises that you will need to replant any acres, a crop adjuster must inspect the acres and release them before replanting occurs if you wish to collect a replant payment. Please call us as soon as you can and we can have

an adjuster there promptly to meet with you regarding your replant options. Crop insurance does not want to stand in the way of getting your crop planted timely, but they do want to discuss these options BEFORE replanting occurs.

AUTOMATIC HAIL COVERAGE (AUTOCROP)

Have you ever forgotten to put hail coverage on? Would you like to have your hail coverage automatically put on a crop when it is planted? We have the ability to do that for you. For irrigated corn on

our "Hail Production Plan (HPP)" we have done this for several years and producers are very pleased that they do not have to remember to add hail coverage after planting....it happens automatically. We

are now offering this automatic process of adding hail coverage for any crop you plant. If this is something that is of interest to you, please give us a call and we can provide additional details.



Southwest Ag Insurance proudly offers Copeland and the surrounding communities the highest level of service in the crop insurance industry. We know our customers, we know the area, we know agriculture, and we know crop insurance. Gary Gillespie's experience as a life-long professional in the Ag industry with expertise in agronomy and grain marketing as well as crop insurance, brings a fresh perspective to the business. Our agency's mission is to help our customers succeed through superior service, utilizing strategic risk management strategies developed to fit the needs of each individual farming operation. We know you have

a choice. We sincerely appreciate your confidence in us and we strive to provide you with the knowledge and service that you expect and deserve.

Products Offered

CROP INSURANCE: Multi-Peril, Crop Hail, LRP (Livestock)

OTHER INSURANCE: Farm & Ranch, Center Pivot
Sprinklers

Gary Gillespie | Megan Evans | Judy Loepky | Ashten Clark

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Thanks for your business!