



RISK MANAGEMENT AGENCY

United States Department of Agriculture

**Indian Nations Conservation Alliance
Intertribal Agriculture Council**

Las Vegas, Nevada

December 10, 2008

Mr. James Callan
Associate Administrator &
Deputy Manager, Federal Crop Insurance
Corporation Board

Outline of Presentation

- The Risk Management Agency Federal Crop Insurance Program
- Specific Programs of Interest
- Partners for Risk Management Education and Outreach
- The Regional Offices – working directly with you



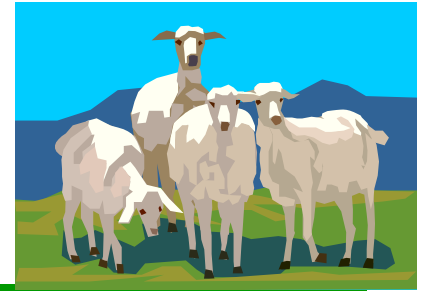
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The Program...How it works

- The farmer or rancher buys insurance from an agent associated with one of the 17 private companies approved to work with our program
- We pay about half of the premium
- When the farmer or rancher has a loss, the insurance company adjusts it, like a car insurance adjustor, and the farmer or rancher gets paid for the losses

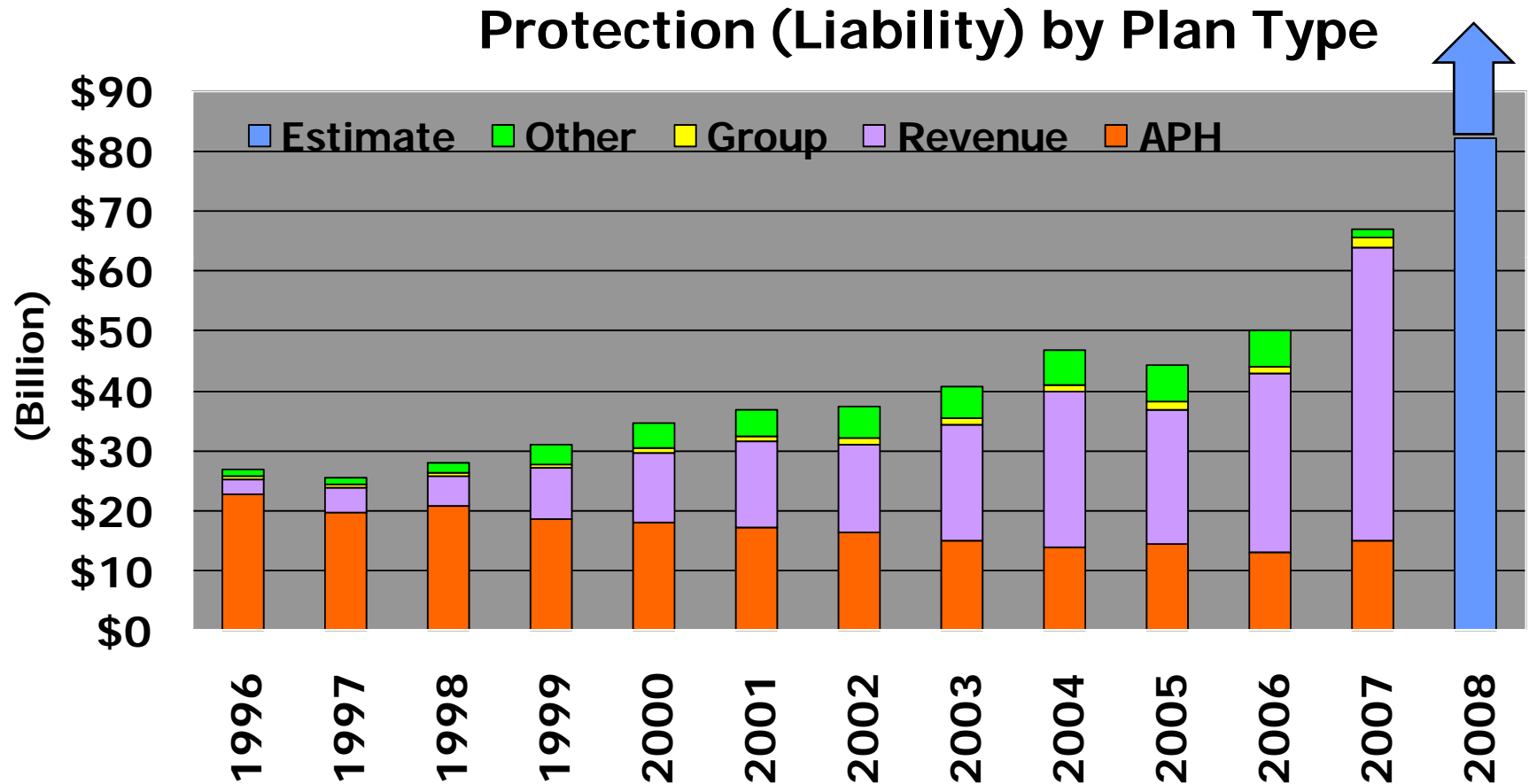
Critical for American Farmers and Ranchers



- 272 Million Acres of farm and ranch land
- More than a million crop insurance policies
- Over 100 different insurance programs
- We insure against multiple perils from nature and from some market risks as well

Program Growth

Farmer and Rancher Participation by Plan



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Program Growth

Farmer and Rancher Participation by Plan

Protection, in billion dollars

	2000	2001	2002	2003	2004	2005	2006	2007	2008
APH	17.93846	17.14791	16.13324	14.90293	13.85588	14.17213	12.99008	14.71275	Incomplete
Revenue	11.5262	14.21773	14.87302	19.17522	25.8515	22.6498	29.81999	49.22858	Incomplete
Group	0.821969	0.813834	0.991246	1.140675	1.267247	1.34542	1.051944	1.460589	Incomplete
Other	4.157123	4.549118	5.302148	5.400985	5.635807	6.107175	6.03104	1.428153	Incomplete
									82.11



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Programs Elements



- We cover each crop under a separate program, and sometimes the same crop will have more than one program if it is grown and used in different ways in different parts of the country
- We cover all of the big commodity crops like corn, wheat, soy, cotton, sorghum
- We cover hundreds of specialty crops: tree fruits, nuts, nursery, chili peppers, wild rice

Programs of Interest



- Livestock
 - Livestock Risk Protection (LRP) protects against a sudden decline in market price
 - Available for feeder cattle, swine, and lambs
 - AGR-Lite – protects against multiple risks, based on the gross earnings of the whole operation
 - Pasture Rangeland Forage (PRF) – protects against loss of pasture for forage or haying

New Crop Ideas?

- Most new programs start out as *pilot* programs with limited availability while we test them
- We are always looking for new and innovative program ideas
- Private groups and research institutions come to us with new proposals and we partner with them to continually improve our program

New Crop Ideas?



- If you have an idea for a new program, talk with someone at *your* regional office about the “**508(h)**” program which allows a producer group, or a tribe, or a tribal college, or a university to submit an idea and partner with us to develop it

Recent Additions

New Programs	Programs on the Horizon
Oysters	Aquaculture
Apiculture	Dedicated Energy Crops
Biotech Yield Endorsement	Quarantine
Cherries – Actual Revenue History	Small Value Crops
Livestock Gross Margin – Dairy Cattle	Named Peril Coverage
Processing Pumpkins	Other Technology Based Discounts
Sugarcane	Sesame
Livestock Risk Protection – Lamb	

RMA Partnerships



- Risk Management Education (RME)
 - educational programs covering broad audiences
 - detailed information about crop insurance
 - also production, financial & marketing risk
- Since 2002 RMA has funded \$32.4 million in projects that included risk management education for Native American agriculture

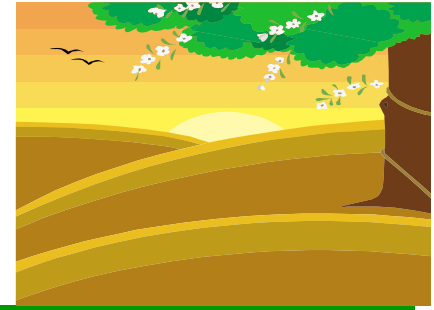


RMA Partnerships



- Community Outreach and Assistance
 - Priority to community based programs
 - Specialized programs to meet the needs of those who have not been well served by other programs: Native American, African American, Latino, Asian, Women's groups, coalitions working together to meet community needs

Partnership Examples



- Since 2002 RMA has funded **\$2.6 Million** in projects working directly with Native American community based organizations
- Past partners include: Sheep is Life, The Hopi Foundation, Intertribal Ag Council
- 2008 partners include:
 - Indian Nations Conservation Alliance
 - Fort Peck Community College
 - National Tribal Development Association

Your Regional Office

- We have 10 in locations around the country
- They are your contact for all Risk Management issues
- Regional Office staff know about many of the things that make Native American agriculture unique
- You can get Regional Office information from Rudy Perez who is in our booth



Learning about land tenure in Oregon

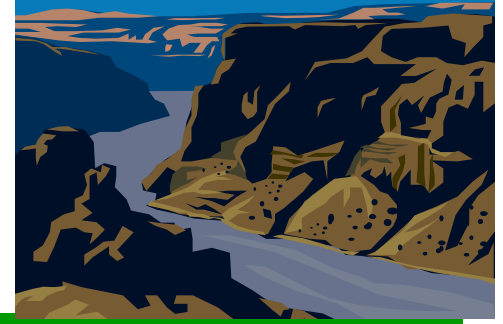


Regional Offices Out West



- Spokane, Washington
 - They have expertise working with tribes and individual operators to establish insurance when the land ownership is complicated by multiple allotments

Regional Offices Out West



- Billings, Montana
 - They have worked with ranchers and tribal leaders to pilot a new RMA insurance program on reservations in Montana and Wyoming

Tax workshops in Navajo



Regional Offices Out West



- Davis, California
 - They are looking at ways to cover non-irrigated and blue corn
 - Working to understand the unique income tax law that pertains to Native agriculture
 - Led to almost \$300,000 being funded nationally to create a Tax Guide for Native American Farmers and Ranchers

Native American Tax Guide



- This project happened because of direct relationships between field offices and you
- The income tax law is different and more complicated for Native Americans than for other farmers and ranchers...a real risk
- We are trying hard to respond with a program to help manage that risk

For More Information

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RMA website:
www.rma.usda.gov

*Where you can find links
to all of the Regional
Offices.*

