



United States  
Department of  
Agriculture

AUGUST 28, 2008

Risk Management  
Agency

**INFORMATIONAL MEMORANDUM**

Valdosta  
Regional Office

TO: Reinsured Companies servicing Alabama, Florida, Georgia, and South Carolina

106 S. Patterson St.  
Suite 250  
Valdosta, GA  
31601-5673

FROM: Michael Moore *Michael R. Moore*  
Director

SUBJECT: 2009 Regional Approved Insurance Provider (AIP) Underwriting Guidelines for Category C Perennial Crops – Apples, Blueberries & Peaches in Alabama, Florida, Georgia, and South Carolina

**BACKGROUND:**

The 2007 FCIC 18010 (06-05) and 18010-01 (06-06) Crop Insurance Handbook (CIH) Sections 7D(1) and F(3) authorize the Risk Management Agency (RMA) Regional Offices (ROs) to issue Perennial Crop Underwriting Guidelines and provide authorization to AIPs for calculating approved Actual Production History (APH) yields. The CIH Section 7F(2)(b) provides procedure and formulas designed to identify and adjust high variability perennial crop yields that indicate patterns of alternate bearing or downward trending. Damage to perennial crops because of severe weather in 2007 may inadvertently identify certain perennial crops for high variability of yield procedures. To expedite the approved yield process and decrease the number of requests for determined yields received in our office, the Valdosta RO issues the following guidelines.

**ACTION:**

The following 2009 crop year AIP Underwriting Guidelines are in effect for Category C Perennial Crop policies in the Valdosta RO Region.

**1. PEACHES, APPLES, and BLUEBERRIES: Alabama, Georgia, and South Carolina only**

For blocks or units meeting the criteria for high variability of actual yields, the following modification of the test for downward yield trend [CIH Section 7F(2)(b)2] may be made. Remove the actual yield for 2007 from the calculation procedure (see example). If the average of the 2006 and 2008 actual yields is greater than 75 percent of the average yield for all years, the yield database is not selected for downward yield



The Risk Management Agency Administers  
And Oversees All Programs Authorized Under  
The Federal Crop Insurance Corporation

An Equal Opportunity Employer

**INFORMATIONAL MEMORANDUM**

trend. The AIPs may approve the yield using the standard Category C APH procedure. The yield should be reported with RMA RO determined yield indicator “F”, no special case yield indicator, and the appropriate yield flag if “YA” was applied by the AIP. However, if the modified calculation procedure identifies the database for downward yield trend, then the formula in CIH Section 7F(2)(b) 2 applies, and “YA” or “Cup” is not applicable. Special case yield indicator “DF” should be reported.

**Example:**

**2009 - APH Database for late peaches, 136 trees/ac, 12<sup>th</sup> leaf**

**Unit 00100**

	AC	PROD	YLD	YA SUB
2004	10.0	3510	351A	
2005	10.0	3749	375A	
2006	10.0	2891	289A	
2007	10.0	250	25A	123
2008	10.0	1800	180A	

Average Yield:  $1220 \div 5 = 244$

Three year average:  $289+25+180 = 494 \div 3 = 165 \div 244 = .68$  (downtrend)

2007 removed:  $(289+180) \div 2 = 235 \div 244 = .96$  (no longer downtrend)

YA for 2007 (if elected) with 2007 T-Yield of 205:  $YA=.60 \times 205 = 123$

RMA RO Determined Yield (calculated by AIP) = 264

The correct t-yield to use for 2007 YA yield substitution in this example is in shaded area below:

FCI-35 COVERAGE AND RATES  
2009 AND SUCCEEDING CROP YEARS

ST: GEORGIA (13)  
CO: Peach (225)

CROP: PEACHES (0034)\*1\*2  
PLAN: APH (90)

YEAR	TYPE	PRACTICE	LEAF YEAR	TREES/ACRE			MAP AREA	T-YIELD
				LOW	HIGH	OTHER		
2009	101 FRESH	997 NPS	10	76	150	EARLY	125.00	
2009	101 FRESH	997 NPS	10	76	150	MID	180.00	
2009	101 FRESH	997 NPS	10	76	150	LATE	205.00	
2009	101 FRESH	997 NPS	11	76	150	EARLY	115.00	
2009	101 FRESH	997 NPS	11	76	150	MID	170.00	
2009	101 FRESH	997 NPS	11	76	150	LATE	195.00	
2009	101 FRESH	997 NPS	12	76	150	EARLY	105.00	
2009	101 FRESH	997 NPS	12	76	150	MID	155.00	
2009	101 FRESH	997 NPS	12	76	150	LATE	180.00	

In addition, the following provision applies:

When the 2009 insurable acreage of a block is adjusted due to a decrease in percent stand in accordance with the Special Provisions of Insurance for the crop, the AIP should verify if any acreage in prior years should be adjusted to reflect percent stand. Adjustment of acreage for prior years may only be done based on tree count and density information certified by the producer on acreage and yield reports for the applicable year. In situations where the acreage for a prior year must be adjusted, then a new yield must also be calculated.

## 2. CLARIFICATION OF OTHER PROCEDURES: All states

A new inspection is required when the insured answers “YES” to question 22, 23, or “NO” to question 24 contained on the Producer’s Pre-acceptance Worksheet in CIH Section 7F(2) c thru f. The purpose of the perennial crop inspection review is to assess the yield potential of the unit and to identify conditions that may limit the yield potential. Conditions that may limit yield potential for the block or unit should be noted on a new inspection report when completed. Emphasis should be placed on items 27, 28, 29 and 36 A & B of the Pre-Acceptance Perennial Crop Inspection Report.

If there have been any significant changes to the orchard, field, or planting since the last inspection, an updated inspection should be performed, regardless of the date of the last inspection. It is critical that company inspectors accurately assess the **current** condition of the orchard, field, or planting and evaluate the level of management for the insured unit.

In addition to requirements for pre-acceptance field inspections outlined in CIH Sections 7F(1) and 7F(2), new inspections will be required in the following situations:

- A. An insured unit that has more than a 10% change in acreage from the prior year due to changes in tree/bush age, population (density), or variety requires an updated inspection regardless of the date of the last inspection.
- B. For peaches, any block of trees within an orchard that is greater than 15 years of age and/or exhibits a significant downward yield trend requires an annual inspection for insurability.

## INFORMATIONAL MEMORANDUM

4

CIH Section 7F(2)(a) provides procedure for RMA RO Determined Yield request(s) when an insured, with reasonable cause, requests a yield higher than the average yield determined by the AIP. The insured must provide written justification for the request.

Any policy forwarded to the RMA Valdosta RO for a determined yield must include supporting documentation as outlined in CIH Section 7F(6), and a current perennial crop inspection (five years old or less) as outlined in CIH Section 7F(1) or as required by this underwriting guideline. Requests submitted in accordance with CIH Section 7F(2)(b)4 must be submitted within 30 days of notification by the AIP to the insured of the adjustment to their yield(s). All other RO determined yield requests, including change of practice, must be submitted within 30 days of the production reporting date for the applicable crop. Late requests will not be considered.

If you have any questions or if we can be of any assistance, please contact our office.