



# PREMIER INSURANCE SOLUTIONS, LLC

## SPRING 2023 NEWSLETTER

### THE RISKY BUSINESS OF FARMING IN 2023: A LOOK AHEAD

-TRACY SPOTTS

#### Going into 2023, know your cost per acre.

Commodity prices have been very volatile, so knowing your cost per acre will help manage your risk and determine what level of coverage you need for 2023. Crop Insurance is the ONE input cost that provides a guarantee. This allows you to make sales when prices are profitable and secure your feed requirements for livestock. In recent years, we have seen fertilizer costs soar, fuel prices rise, machinery costs and repair bills increase, and a continued disruption in the supply chain. As you look at managing your risks, crop insurance is always a key factor. Having crop insurance keeps your farm in balance and protected from rising costs, volatile markets, and unpredictable weather.

The coverage you purchase should be as close to covering your cost per acre as possible. At your next farm meeting, discuss your variable costs: labor, interest rates, crop inputs, energy costs, machinery, repairs, land rents, and feed. What are your goals for 2023 and how will you manage and mitigate the risk? Pay attention to the tools in your toolbox and lean on your trusted advisors in the industry. Crop insurance is one of those tools. Every farming operation is different by size, area, and depth of funds, but one thing is certain, there is always risk to manage and we are here as agents to help with that task.

## SIGN UP OR MAKE CHANGES TO YOUR POLICY

### SPRING CROPS DEADLINE MARCH 15, 2023

#### 2023 CROP INSURANCE PRICES

Crop	Base Price 2022	Estimated Projected Price 2023	How Price is set for Crop Insurance
Corn	\$5.90	\$5.89 as of Jan. 26, 2023	Price set using the Avg. trading days in Feb. using Dec. CBOT corn 2023
Soybeans	\$14.33	\$13.52 as of Jan. 26, 2023	Price set using the Avg. trading days in Feb. using Nov. CBOT soybeans 2023
Wheat		\$8.45- Final Price Set	





## ARC/PLC 2023 ELECTIONS:

“The likelihood of ARC or PLC payments and the high price expectations for 2023, this maybe again be a year to consider SCO and ECO”

-Paul Mitchell 12/1/2022

- **ARC-CO is recommended for corn, soybeans, wheat and oats for Wisconsin farmers**
- **Election deadline at FSA is March 15th**



## REMINDERS

- Sign up for ARC & PLC at FSA is due March 15th.
- Revenue Protection (RP) insurance is now available for oats in 2023.
- Corn planted after first crop hay is uninsurable. However, corn or soybeans planted after a cover crop is insurable.
- There are many benefits for beginning farmers who have farmed less than 5 years.
- Your AD-1026 form must be current and you must be in compliance with conservation rules at NRCS/FSA to receive crop insurance subsidy.
- PACE (Post- Application Coverage Endorsement) has expanded in all counties.
- If you will be breaking new ground in 2023, contact your agent ASAP to review your options.

## DID YOU KNOW?

### PREMIER INSURANCE SCHOLARSHIP PROGRAM

Premier Insurance Solutions, LLC is offering (5) \$1,000 scholarships for 2023. These scholarships are available to any student pursuing a post high school education.

Contact Casey at 920-528-8336 or  
Email: [caseyb@premierinsurancesolutions.com](mailto:caseyb@premierinsurancesolutions.com)

# REPLANT COVERAGE

-DANA OLSON



Must contact agent/adjuster PRIOR to replanting to be eligible for payment. Replant claims cannot be turned in at acreage reporting time. Your yield and revenue protection MPCI insurance policy include basic replant coverage. It only covers acres planted after the early plant date (EPD) for the crop. To qualify, the amount replanted must be 20 acres or 20% of the unit, whichever is less. Replant coverage pays:

- **Corn: 8 bushels X spring price**
- **Soybeans: 3 bushels X spring price**

## Early Replant Option Add-On Coverage

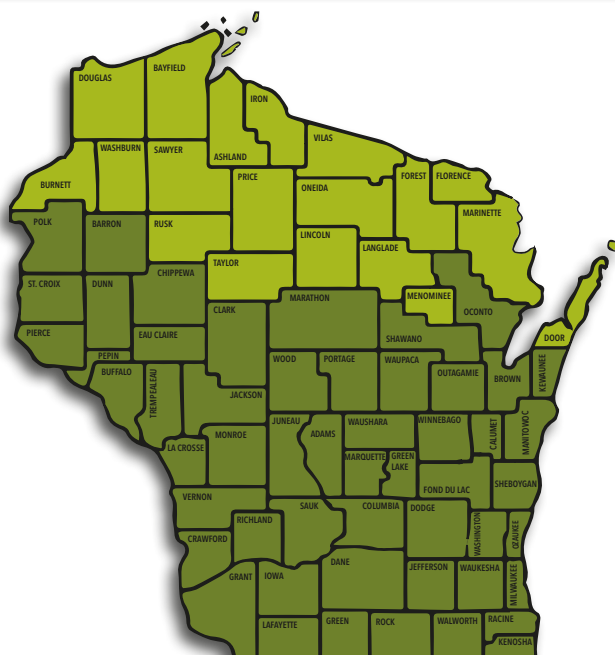
An insured can add Early Replant Option (RO) policy to their insurance policy. The Benefits Include:

- **No 20 acres or 20% of unit rule to qualify for the additional payment. Losses pay acre by acre.**
- **Higher level of coverage to offset higher replanting expenses. Basic MPCI replant coverage may not cover current costs.**
- **Provides replant coverage for 10-20 days\*\* prior to Earliest Plant Date (EPD)**
- **Possible to get two payments (MPCI and replant option)**

Product name, coverage amounts, and actual days prior to EPD vary by insurance provider.



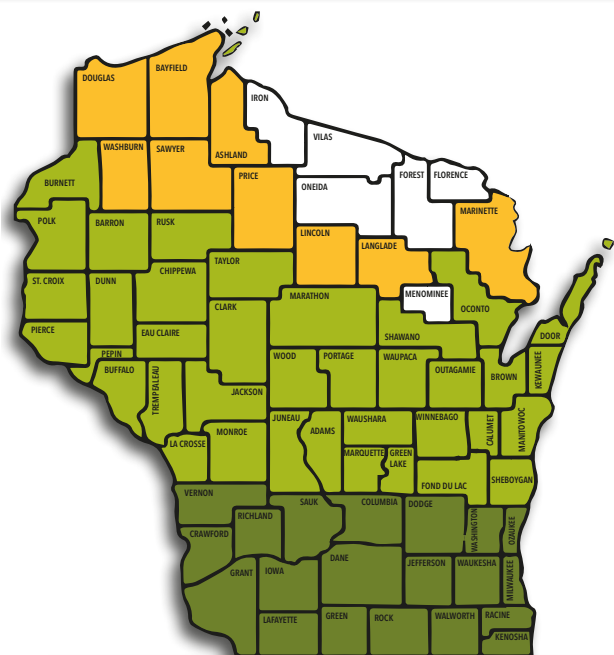
## EARLIEST PLANT DATES



**Corn**

**April 10**

**April 21**



**Soybeans**

**April 15**

**April 20**

**April 30**



## DID YOUR CROPS MAKE IT THROUGH THE WINTER?

-JENNY KILPATRICK

Winter kill is always an issue for wheat & perennial forage producers. As your wheat and forage comes out of dormancy this spring, look to see if those fields suffered winterkill. If you insure these crops, there are a few different scenarios that can apply:

**Wheat or forage production:** fields will only need to be appraised and looked at in the spring if you are going to destroy those crop acres. If they fail, you may have the option to plant & insure a second crop after the failed first crop.

**2022 Spring forage seeding:** unless your fields look fantastic, have an adjuster take a look at them. Per acre, if they are below 75% of an average stand, they could be eligible for a payment!

**2023 fall forage seeding (planted fall '22)** if there is winterkill and you want to replant your forage seeding, you may be eligible for a replant payment. It MUST be looked at first. If you will be tearing up acres due to winter kill & going to a second crop, contact your agent. The big takeaway:

**DO NOT DESTROY ANYTHING WITHOUT TALKING TO YOUR AGENT!**



## PREVENT PLANT REMINDERS

-JENNY KILPATRICK

As I write this, I cross my fingers and hope that we have no prevent plant (PP) in WI this year! But, if we do, here is a little refresher on the rules. Most of your revenue and yield protection plans of insurance already include prevent plant coverage, which is a failure to plant by the final plant date due to extreme weather conditions. Here are the general rules:

- **Acreage must be 20 acres or 20% of the crop acres in the unit to qualify.**
- **Can declare prevent plant after the final plant date for corn and soybeans at any time throughout the 25-day late plant period.**
- **Acreage must be "planted to a crop, insured, and harvested" in at least 1 out of the previous 4 crop years.**

This also applies to land you are potentially adding to your operation.

If you have added land that now has PP, you will need to prove that it was planted, harvested, and insured to qualify for a PP payment.

If you are an established farmer taking out your 1st crop insurance policy, your land you have been running isn't eligible for PP coverage for 2 years, unless you can prove it was insured in 1 of the last 4 crop years.

New in '22: If a producer plants a cover crop on PP land, that cover crop may now be "hayed, grazed, or cut for silage, haylage, or baleage without a reduction in prevent planting payment" at any time

- Corn is never a cover crop
- A PP payment will only be reduced if the cover crop is harvested as seed or grain.

**IF YOU HAVE ANY CONCERNS ABOUT PREVENT PLANT THIS SPRING, CONTACT YOUR AGENT.**

## SPRING FORAGE SEEDING PLANT DATES

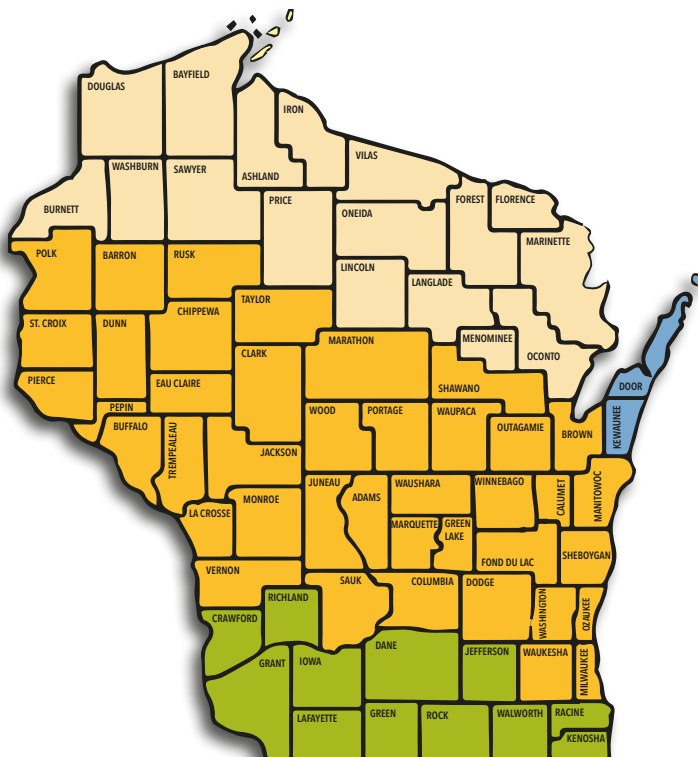
-JENNY KILPATRICK

### FINAL PLANT DATES

<b>Oats: Southern Counties</b>	May 15
<b>Northern Counties</b>	May 25
<b>Far Northern Counties</b>	May 31
<b>Corn: Wisconsin</b>	May 31
<b>Illinois / WI Silage</b>	June 5
<b>Sweet Corn:</b>	June 30
<b>Green Peas:</b>	June 5
<b>Lima Beans: Northern Co.</b>	June 25
<b>Southern Counties</b>	June 30
<b>Onions:</b>	May 15
<b>Snap Bean: Northern Co.</b>	June 20
<b>Southern Counties</b>	June 25
<b>Soybean: Mid/Northern Co.</b>	June 10
<b>Southern Counties</b>	June 15
<b>Cigar Binder Tobacco:</b>	July 10

New for 2023, many counties have extended the spring forage seeding final plant date. While the southern most 12 counties still have a final plant date of May 15th, the central 41 counties now have a final plant date of May 31st. There is no late plant period on the forage seeding policy so that means that all these counties have extra days to get insurable seeding planted!

- We can insure 90-100% Alfalfa stands, 60-89% Alfalfa stands, and Red Clover in the Spring.
- The deadline to sign up for a seeding policy was July 31st of 2022, UNLESS you did not plant any insurable fall '22 alfalfa seeding. If that is the case, we may still be able to set up a policy for you by March 15th.
- Losses are determined the following spring by stem count.
- Covers actual acres damaged, doesn't average total planted acreage together.



Spring 6/15 Fall 8/10	Spring 5/31 Fall 8/20	Spring 5/15 Fall 8/31	Spring 6/15 Fall 8/20
--------------------------	--------------------------	--------------------------	--------------------------

### Forage Seeding Final Plant Dates

**Bill for forage seeding is due on Sept. 30th. This will be on your first bill you see from the company and if the forage seeding is not paid by that date the policy will be cancelled.**





## SPECIAL EVENT RAIN INSURANCE

-CRAIG LADWIG

Rain insurance is a unique policy that protects against literally just that, Rain! If you have ever been involved in an event that is dependent on mother nature for the success of the event, this policy will interest you. In the past we have covered outdoor weddings, concerts, festivals, county fairs and tractor pulls. To determine how much insurance is needed, fixed expenses, total revenue, and profits need to be considered. The steps to deciding coverage are:

- What is the date(s) of the event?
- Determine potential revenue loss.
- How much rain will cause a revenue loss (in ¼" increments)?
- During what time period(s) will rain cause a loss?

This policy is sight specific, meaning rain totals are monitored directly at the sight of the event. The amount of rainfall is measured by an onsite rain gauge. Many of our competitors offer similar policies, but do not offer sight specific monitoring when determining rainfall amounts. Rates are based on the event location, total revenue being covered, the selected time frame and the amount of rain needed to trigger a loss.

Your event does not need to be cancelled to collect. If you receive over the amount of rain protected in the insured window, the policy will pay. Sometime attendance will suffer because of rain in the forecast. If you still have the event and the policy pays, it will help subsidize your income for the event. Other times if the event is cancelled, you already have fixed costs and the rain insurance loss payment will help cover those expenses.



## DAIRY & LIVESTOCK INSURANCE

-DEANNA RANUM

**Just a reminder if you are raising cattle, swine, or selling milk, we have subsidized insurance programs available to you. Here are the types of insurance and a quick summary of how they work:**

### DAIRY REVENUE PROTECTION (DRP)

- Protects against a decline in the quarterly milk price.
- You may cover by class or components.
- Available to purchase daily when markets close and prices are announced.
- Available on Grade A or B milk.

### LIVESTOCK RISK PROTECTION (LRP)

- Protects against a decline in the price of feeder cattle, fat cattle, or swine.
- Available to purchase daily when markets close and prices are announced.

### LIVESTOCK GROSS MARGIN (LGM)

- Protects a margin of profit on milk, cattle, or hogs. The margin is derived from the sold commodity minus the feed costs.
- Available to purchase every Thursday after markets close and prices are announced.



# HAIL & WIND INSURANCE

-MATT BALFANZ

Hail insurance does not automatically cover wind damage. Most hail policies are written as a "Basic" form which covers Hail, Fire, and Transport but not wind directly. To add wind coverage we have a few options to consider:

## GREEN SNAP

This endorsement will pay when the corn plant is "broken" off below the ear causing 100% loss of that plant. The additional cost of this endorsement varies by company and deductible chosen but is usually around \$.45 per \$100 of coverage on top of your "Basic" rate. If the plant "goose necks" but does not break, this endorsement will not pay.

## CORN WIND

This endorsement is a little more comprehensive because it will pay when corn is blown down with or without green snap. The corn stalk must be down to the point of 20 degrees or less and the shank of the ear less than 12 inches off the ground. Corn Wind endorsement premium will vary some based-on deductible and expiration chosen but generally will cost about \$.90 per \$100 of coverage.

## EXTRA HARVEST EXPENSE

This endorsement will pay 8% of your coverage per acre when the corn is blown over to the same parameters of the Corn Wind Endorsement on the lessor of 20 acres or 20% of the acres in a field. This endorsement again varies by expiration and deductible but would add around \$.35 per \$100.

In summary, the wind discussion is one worth having with your agent if you feel you are in a susceptible area. Unfortunately, we find that the parameters of the endorsements do not get reached often and they can get quite expensive.

When reviewing your hail policy, it is also important to make sure the coverage per acre is keeping up with the cost of your inputs and the value of the crop.



# SCO AND ECO ADD ON POLICES

-DANA OLSON

Supplemental Coverage Option (SCO) and Enhanced Coverage Option (ECO) provide additional area based coverage on top of your multi-peril coverage. Area based means it is based on the experience of the county rather than just your operation.

## BENEFITS

- SCO and ECO are federally subsidized.
- ECO provides coverage up to 95%, which can cover shallower losses.
- ECO doesn't affect FSA ARC/PLC election at FSA.

## COVERAGE

- SCO band of coverage is from MPCl policy coverage level up to 86% of your approved yield.  
Ex: If you have 80% MPCl coverage, adding the SCO endorsement gives you an additional 6% coverage.
- ECO band of coverage from 86%-90% or 86%-95% of your approved yield.  
Ex: If you have select 95% coverage, adding the ECO endorsement gives you an additional 9% coverage (86%-95%).

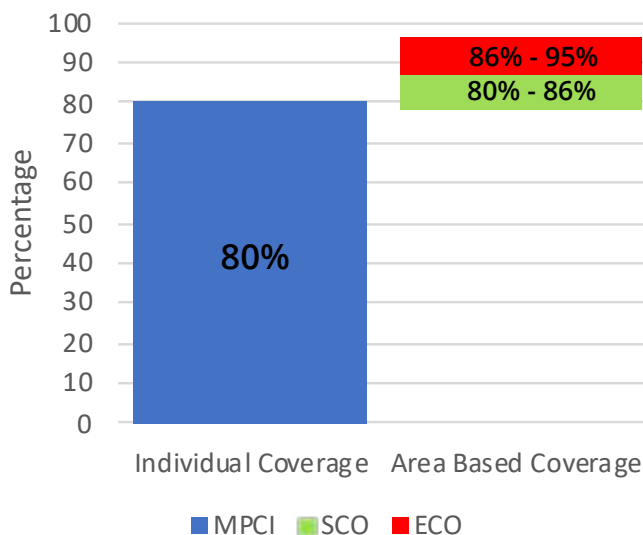
## LOSSES

- SCO and ECO is AREA BASED so loss triggered when actual county level revenue or yield falls below expected county's trigger revenue or yield.
- ECO loss determination is not based on individual producer's yield or revenue. It is possible to have an MPCl loss and no ECO loss and vice versa.
- Final area yields reported on/before June 16th of the following crop year. If there is a loss, it will not be paid until after that report is released.

## OTHER CONSIDERATIONS

- SCO and ECO cannot be purchased if you have an Area Risk Plan or Margin Protection.
- ECO can be purchased without purchasing SCO and vice versa.
- ECO not dependent on FSA ARC/PLC elections, whereas SCO cannot be purchased if ARC is elected at FSA for that crop.

**Coverage by Loss Experience**



## ORGANIC CHANGES FOR 2023

- \$5 premium credit per acre for organic certified acres.
- 10% subsidy increase for transitional organic acres.





## RELAY CROPPING

-KATE LONZE

**What does this mean?** There have been an increasing number of producers utilizing acres to produce two crops for harvest within the same crop year. However, until 2022 insuring both crops was not considered an insurable practice. The most common crops being relay cropped in Wisconsin are winter wheat and soybeans. Usually, the winter wheat would be insured through the winter, and once the second crop was planted, both crops became uninsurable.

Relay cropping is defined as: A cropping practice where a second-planted crop ("relay crop") is planted into an established crop (other than a cover crop) where the crops are planted in a manner that allows separate agronomic maintenance and harvest of the crops unless otherwise defined in the Crop Provisions.

**Now, both winter wheat and "relay crop" soybeans may be insured. A Written Agreement is required.**



## DOUBLE CROPPING

-DEANNA RANUM

If you have history of putting in soybeans after wheat or canning crops, you may be able to insure the soybeans now. A written agreement must be submitted showing 3 years of the practice. Please contact your agent for more information.



## FARMER TO FARMER

Farmer to Farmer is a FREE advertising space for our customers to list items or services wanted or for sale. If interested in placing an ad, please contact Casey 920-528-8336 or go to our website [www.PremierInsuranceSolutions.com](http://www.PremierInsuranceSolutions.com).

## EQUIPMENT FOR SALE

- Dual hub 4430 JD, 9 bolt. \$300. 262-662-2585. Leave message.
- 2013 Hagie STS 12. All available options with maintenance records. 2,160 hours. AWS. Many recent updates. 12 row toolbar with Y drops. \$190,000. 608-338-6564
- 1994 Wilson grain trailer. \$12,500. Call 715-415-0483
- 1570 case tractor. \$7,000. Call 715-415-0483
- 970 case tractor \$8, 000. Call 715-415-0483
- Used Case Model 96 Hydraulic Hay Rake for sale \$960 Call 262-206-9021
- 3955 JD chopper. Like new Van dale silo unloader. 20 foot 3 belt conveyors. 6420 JD with loader. Call 262-995-4856
- Miller Pull Type Sprayer-60 ft boom, new 1000 gallon tank, new pump, call 608-445-1960 \$6,000
- 2- Meyer 500 series 16' forage boxes with extensions. Stored inside. 715-683-2595
- JD 3950 chopper, hay & corn head, hydraulic control, metal detector, 1,000 RPM. Stored inside. 715-683-2595
- JD620 soybean head. Needs work. \$4,000 OBO. 262-391-5493
- 4 tires. 48X25.00-20. 12 ply. Best offer. 262-391-5493
- WD45 Allis \$1500. 608-212-6748
- Badger 1050 BN Chopper Box. Always shedded. Good condition. Phil 262-332-0979
- John Deere 8300 13' grain drill soybean special. Grass seed and press wheels, marker tires and bean cups. \$4500.00 608 588 7167 leave a message.
- Versatile 836 clean, great running cummins power, 4WD. \$26,500. 262-832-2327
- JD 4850 4WD, 3400 original hours, shedded, well kept & clean. \$59,000. 262-835-2327
- 2018 Case IH Maxxum 125, Two Wheel Drive, CAH, 16F x 16R Semi Powershift, 3 SCV, 18.4 x 42, 130 Hours, Mark @ 715-743-7152
- TEBBEN Landroller. 33'. 262-224-4561
- Salford I 2100. 24' vertical till. 262-224-4561
- D1780 6-11 row corn planter. All options. 262-689-8994
- Demco 650 gravity box, double door with feed auger. 262-689-8994
- Miller Pro right handed self unloading wagon. 18'. 10 ton running gear. 920-207-8847
- Gehl #1500 round baler. 4x5 bales with electric tie. 920-207-8847
- Gehl #1540 blower. 540 pto. Twin spinners. 920-207-8847
- New Idea 3739 manure spreader. Tandem axle with false end gate and new beater. 920-207-8847
- Hardi Nav 1000 big wheel adjustable axle 6 section 60' booms Foamer, chem inductor, rinse tank, hydraulic drive, 3 set of nozzles. \$9,675 obo 1-608-445-1498.
- Kinze3600 12 row pivot fold, finger pick up. About 10,000 acres on it. \$55,000. Jared 920-210-9004 Randolph.
- CIH 1680 with 1063 corn head. Late model, Cummins. Well maintained field ready. \$26,500. Matt 608-434-5413 Baraboo



## ODDS AND ENDS

- Restored 1929 Ford 1 ton stake truck. Many new parts. 920-458-1263
- 9" blower pipes. Assorted lengths. 262-334-5381
- New parts for Jamesway barn cleaner. 262-334-5381
- Badger silo unloader parts, collector rings like new & etc. Front tank mounting brackets for 2002-2010 Magnums. Silo doors for Madison & Ribstone silos. Call 920-207-9011
- 14 x 60 madison silo one of the last ones built only used for high moisture corn includes a Jamesway silo unloader complete with cord,cable,tripod,winch and electric box Calf pens 32 firtshe 4 by 8 pens all plastic with steel fronts. 608-516-4234
- Marathon 7.5 HP 3 phase electric motor. Very good condition. Cleveland WI 920-627-8501
- Gehl CB 600 forage chopper. 6' hay, 4" screen, hydraulic spout, very good condition. Cleveland WI 920-627-8501
- '79 F1800 international with 16' flatbed \$1750. 608-220-5627
- Parts for a 1480 international combine. Free. 608-220-5627
- 2 - Ritchie Omni 5 heated automatic waterers. 1 stainless, 1 painted trough. 920-795-4776
- 18" Jamesway silo unloader 7.5 hp single phrase, blower, auger and shroud almost new, out of silo. 920-795-4776
- 14" Jamesway silo unloader 5 hp single phase new blower and auger, out of silo. 920-795-4776
- Stainless steel nursery pig feeders. \$100-\$200. 262-215-3734
- Four 7'x5' concrete H bunks. \$100 each. 262-215-3734
- Front bumper for a Jeep Wrangler \$80. 262-215-3734
- 773 Bobcat skidsteer cab shell. No glass. 608-567-4500 or 608-372-3171. Tomah.
- Holm & Laue Milk Taxi 3.0. 260 liters or 70 gallons. Used for mixing & feeding milk replacer. Electric drive & remote control dispensing arm with 9 programable dosing levels. New in 2015, in very good condition. Jacket included. \$6,000 or reasonable offer. Call 608-577-5019

## CROPS FOR SALE

- Organic Hay for sale: 4x5 rounds dry stored inside and baleage. 608 632-0315
- Big squares and round bales of straw. \$45 each. 608-212-6748
- MOSA Certified Organic Hay & Baleage 1st, 2nd and 3rd crop alfalfa grass baleage. Forage tested 63 Ton Dry hay, 275 Ton Baleage. Westby, WI 608-634-3860 or [cj.burke@outlook.com](mailto:cj.burke@outlook.com)
- Small square 1st and 2nd cutting hay and wheat straw. Roger 262-613-4138

## LIVESTOCK FOR SALE

- Gaffney Family Cattle Bull Sale. Sunday, February 19, 2023. Selling Angus, Hereford, and Simmental Bulls 4888 County Road HH. Barneveld, WI 53507

## WANTED

- 1680 or 2388 combine. 4wd. 715-415-0483
- Looking for JD 6430 front wheel assist with loader. 262-370-4267
- Looking for farm help. Potentially a student that might be attending or looking to attend South West Tech. Everyday farm work, skid steer work, milking. I am willing to work around your schedule for hours. Call Rick 608-988-6821.

**Premier Insurance Solutions, LLC**  
**N3590 County Rd S**  
**Cascade, WI 53011**

PRSR First Class  
US POSTAGE  
PAID  
SHEBOYGAN WI  
PERMIT NO. 1



## OFFICE LOCATIONS:

**Baraboo:** 608-434-5413  
Matt Balfanz

**Burlington:** 262-210-1077  
Renee Schaal

**Cascade:** 866-528-8336  
Craig Ladwig  
Justin Ladwig  
Tiffany Peters  
Casey Belger

**Elkhorn:** 262-903-6493  
Kate Lonze

**Monroe:** 608-346-1588  
Tracy Spotts

**Monticello:** 608-558-2944  
Sylvan Olson  
Dana Olson

**Mount Horeb:** 608-279-2708  
Deanna Ranum  
Jason Ranum

**Tomah:** 608-386-4539  
Jenny Kilpatrick

**Wales:** 262-370-3282  
David Kilpatrick  
Christi Kilpatrick

## Thank You for your Continued Business



**PREMIER INSURANCE SOLUTIONS, LLC specializes in crop insurance which allows us to tailor your policy to fit your operational needs. We pride ourselves in providing you with the best on-farm service and knowledge available.**

**PREMIER INSURANCE SOLUTIONS, LLC is an equal opportunity employer and provider.**