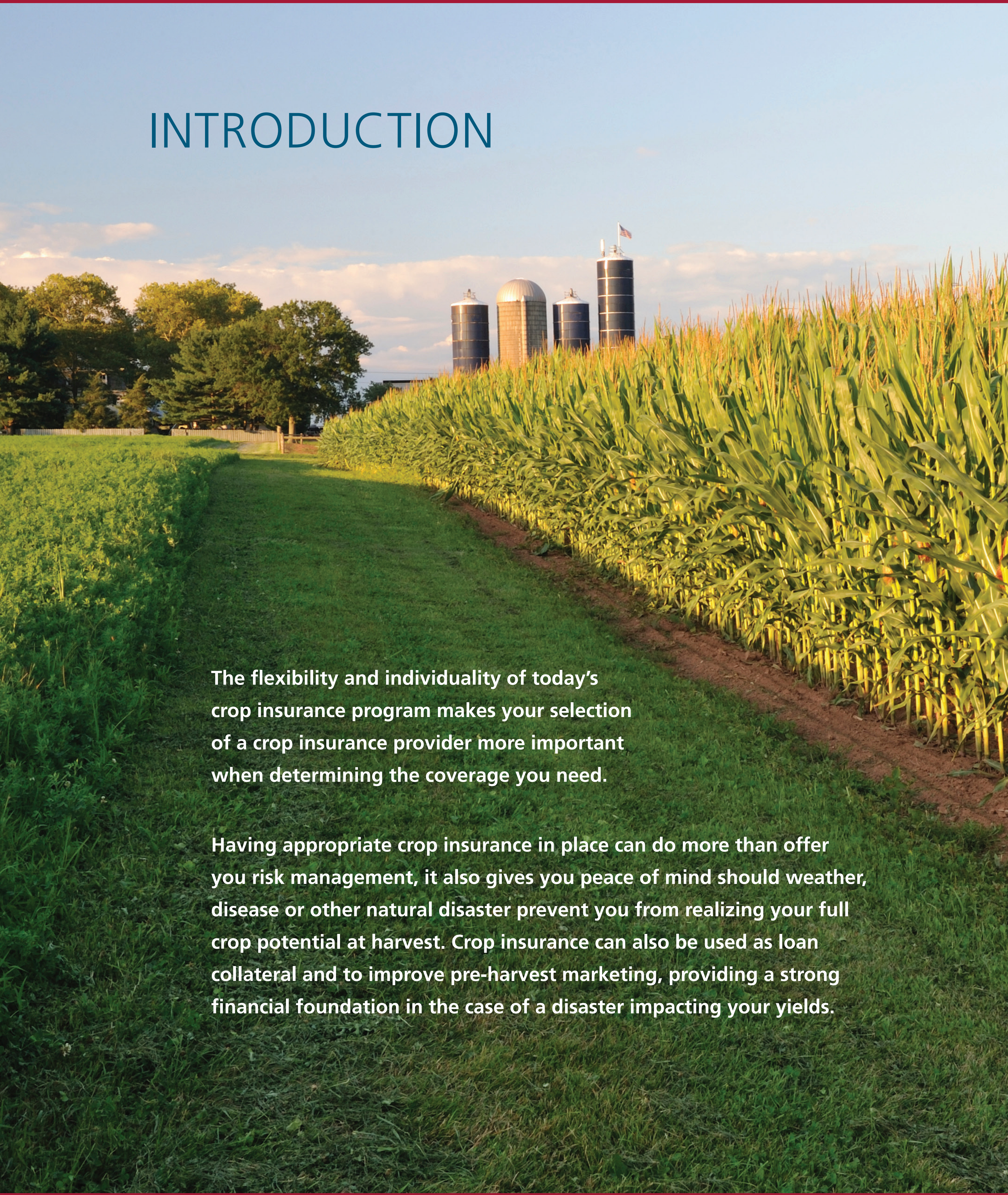
CROP INSURANCE

GreenStone®
FARM CREDIT SERVICES



INTRODUCTION

The flexibility and individuality of today's crop insurance program makes your selection of a crop insurance provider more important when determining the coverage you need.

Having appropriate crop insurance in place can do more than offer you risk management, it also gives you peace of mind should weather, disease or other natural disaster prevent you from realizing your full crop potential at harvest. Crop insurance can also be used as loan collateral and to improve pre-harvest marketing, providing a strong financial foundation in the case of a disaster impacting your yields.

WHY GREENSTONE?

Customized for You – Products and solutions to meet your individual needs helping you achieve your goals, leverage marketing opportunities and mitigate risk.

Specialization – Over 30 risk management professionals focused solely on crop insurance.

Value Driven – GreenStone CoreFour:

- Customer First
- Deliver Quality
- Get Involved
- Do the Right Thing

Service – 36 branches located in Michigan and northeast Wisconsin.

Strength and Stability – We continually invest in the future of local families and farm businesses and will continue evolving to meet the changing needs of our members.

Agricultural Professionals – Supporting rural communities and agriculture has been GreenStone's mission for over a century.

Convenience – A one-stop shop with a wide range of products and services beyond crop insurance, including agricultural loans, equipment financing, tax and accounting services, life insurance and more.

Options – Offering a portfolio of products from several companies within the industry to serve your individual needs more effectively.

Communication – Continuous communication throughout the year, keeping you informed.

Cooperative – With 24,000 member-owners and a 16-member board of directors, we returned around $1 million to our communities and $500 million in patronage since 2005.

Covered – More than 3,500 farm families covered with crop insurance policies.

Marketing Analysis – Deep understanding of crop insurance and its impact on marketing plans to help you take advantage of pricing opportunities when they arise.

CROP INSURANCE PRODUCTS

You have the option of two types of crop insurance products: Crop Hail and Multiple Peril Crop Insurance (MPCI).

MULTIPLE PERIL CROP INSURANCE (MPCI)

MPCI policies must be purchased prior to planting. These policies cover loss of crop yields from all types of natural causes including drought, excessive moisture, freeze and disease. Newer coverage options combine yield protection and price protection to guard farmers against potential loss in revenue, whether due to low yields or changes in market price.

Under the Federal Crop Insurance Program's unique public-private partnership, the USDA Risk Management Agency (RMA) authorizes the private companies writing MPCI policies. The private companies maintain the service side of the program – writing and reinsuring policies, marketing, adjusting and processing claims, etc. The RMA sets the rates that can be charged and determines which crops can be insured in different parts of the country.

CROP HAIL

Crop Hail policies are not part of the Federal Crop Insurance Program and are provided directly to farmers by private insurers. Many farmers purchase Crop Hail coverage because hail has the unique ability to totally destroy a significant part of a planted field while leaving the rest undamaged. In areas of the country where hail is a frequent event, farmers often purchase a Crop Hail policy to protect high-yielding crops.

Additionally, Crop Hail protects you against yield loss caused by fire, lightning and vandalism while the crop is in the field or harvester. It also extends to protect some crops during transit or storage. Hail insurance is very reasonably priced and makes a great addition to your risk management package and can be purchased at any time during the growing season.

Crop Hail policies can be customized for your operation depending on the potential risks to your crops and the commodities being produced.

TYPES OF HAIL POLICIES

Auto-hail: Hail policy tied to your Multi-Peril Crop Insurance policy. You choose the coverage level you want per crop, practice and county. It is applied to all crops covered on your MPCI policy. Policies must be renewed by June 1.

Stand-alone hail: Written only on specific crops and fields you want to insure for hail coverage. Keep in mind, hail insurance must be purchased before damage occurs.

OPTIONAL ENDORSEMENTS AND PRIVATE PRODUCTS

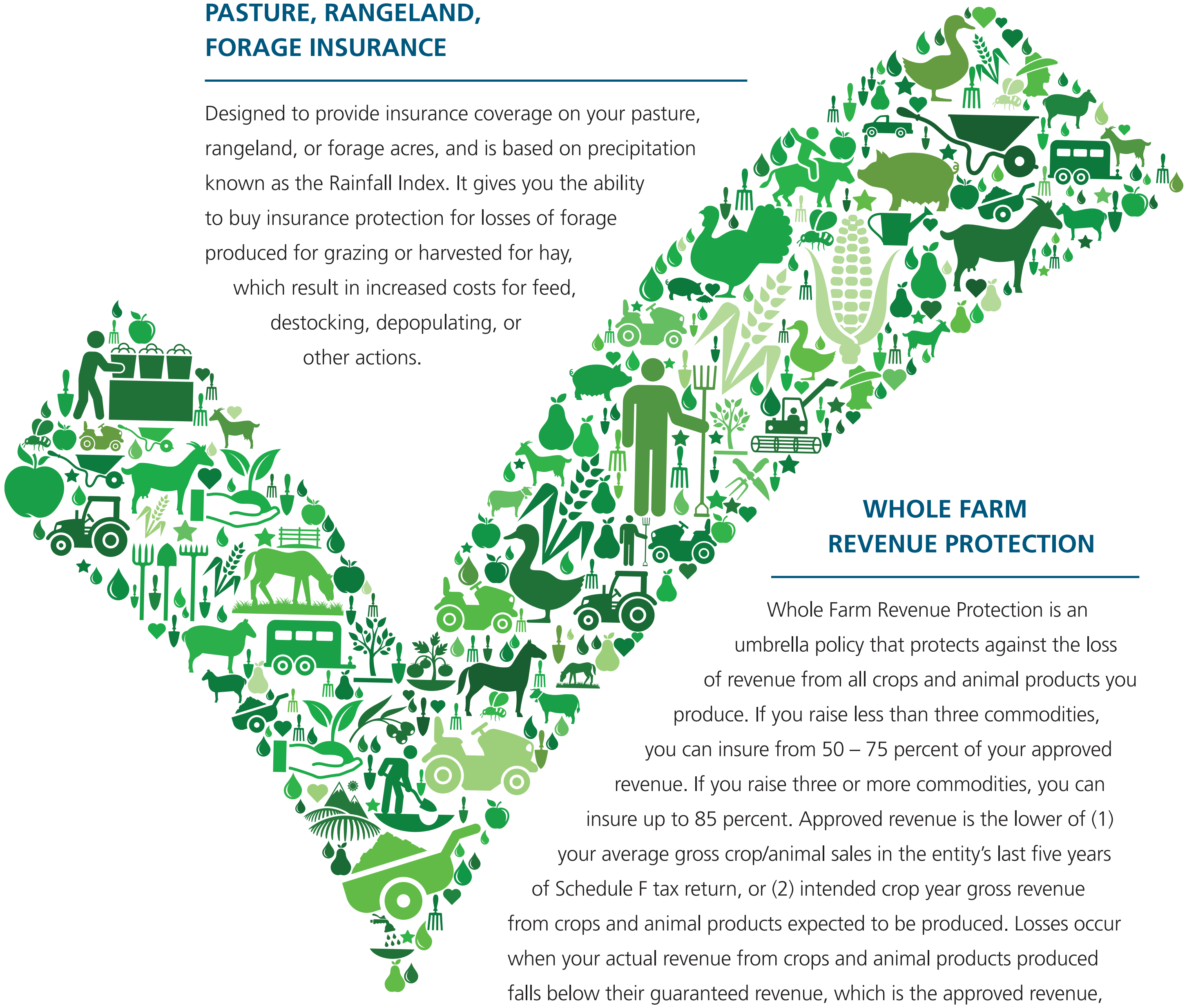
- Green Snap/Wind
- Extra Harvest Expense
- Additional Replant Endorsement
- Replant/Prevent Plant for ARPI Policies
- Trend/Yield Adjustment
- Yield Exclusion
- Fresh Option
- RPowerD
- Revenue Net
- Price Flex
- Crop Hail/Fire
- Enterprise Plus
- Private Area Revenue
- Added Price Option
- Processing Option

RISK MANAGEMENT TOOLS

The following policies offer protection against unplanned situations impacting your productivity or profitability. Like other forms of insurance, premium levels will depend on the likelihood of a claim and the level of deductible you choose.

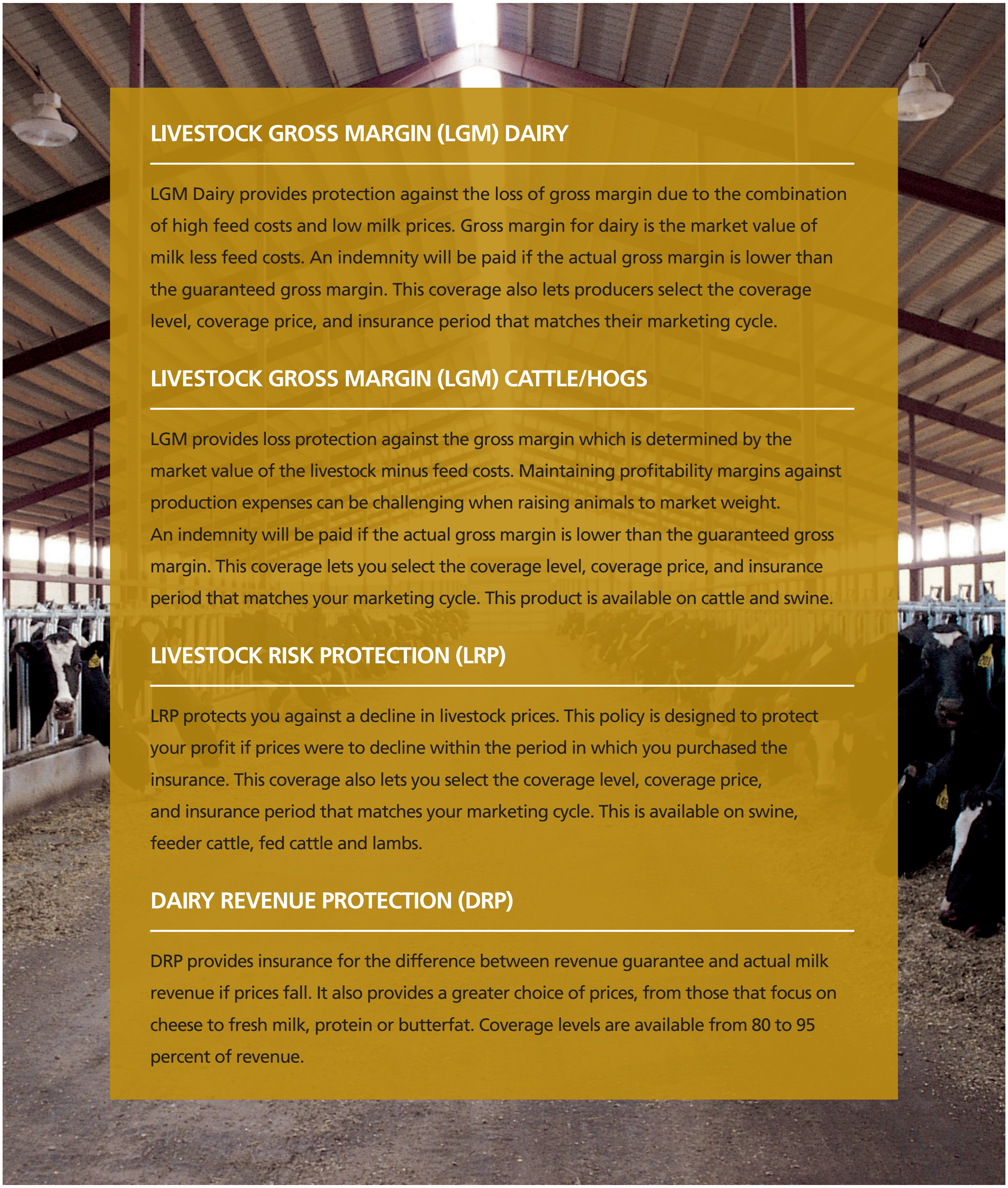
PASTURE, RANGELAND, FORAGE INSURANCE

Designed to provide insurance coverage on your pasture, rangeland, or forage acres, and is based on precipitation known as the Rainfall Index. It gives you the ability to buy insurance protection for losses of forage produced for grazing or harvested for hay, which result in increased costs for feed, destocking, depopulating, or other actions.



WHOLE FARM REVENUE PROTECTION

Whole Farm Revenue Protection is an umbrella policy that protects against the loss of revenue from all crops and animal products you produce. If you raise less than three commodities, you can insure from 50 – 75 percent of your approved revenue. If you raise three or more commodities, you can insure up to 85 percent. Approved revenue is the lower of (1) your average gross crop/animal sales in the entity's last five years of Schedule F tax return, or (2) intended crop year gross revenue from crops and animal products expected to be produced. Losses occur when your actual revenue from crops and animal products produced falls below their guaranteed revenue, which is the approved revenue, multiplied by the coverage level.



LIVESTOCK GROSS MARGIN (LGM) DAIRY

LGM Dairy provides protection against the loss of gross margin due to the combination of high feed costs and low milk prices. Gross margin for dairy is the market value of milk less feed costs. An indemnity will be paid if the actual gross margin is lower than the guaranteed gross margin. This coverage also lets producers select the coverage level, coverage price, and insurance period that matches their marketing cycle.

LIVESTOCK GROSS MARGIN (LGM) CATTLE/HOGS

LGM provides loss protection against the gross margin which is determined by the market value of the livestock minus feed costs. Maintaining profitability margins against production expenses can be challenging when raising animals to market weight.
An indemnity will be paid if the actual gross margin is lower than the guaranteed gross margin. This coverage lets you select the coverage level, coverage price, and insurance period that matches your marketing cycle. This product is available on cattle and swine.

LIVESTOCK RISK PROTECTION (LRP)

LRP protects you against a decline in livestock prices. This policy is designed to protect your profit if prices were to decline within the period in which you purchased the insurance. This coverage also lets you select the coverage level, coverage price, and insurance period that matches your marketing cycle. This is available on swine, feeder cattle, fed cattle and lambs.

DAIRY REVENUE PROTECTION (DRP)

DRP provides insurance for the difference between revenue guarantee and actual milk revenue if prices fall. It also provides a greater choice of prices, from those that focus on cheese to fresh milk, protein or butterfat. Coverage levels are available from 80 to 95 percent of revenue.

FCIS CROP INSURANCE PLANS

	RP Revenue Protection	**RP-HPE** Revenue Protection & Harvest Price Exclusion	**YP** Yield Protection
Insures Against	Individual Revenue Risk	Individual Revenue Risk	Individual Production Risk
Price Protection	Upside and Downside	Downside	Not Applicable
Loss Coverage(s)	Revenue Price and Yield Protection	Revenue Price and Yield Protection	Yield Protection
Yield Coverage	50% to 85% of APH Yield	50% to 85% of APH Yield	50% to 85% of APH Yield
Price Coverage	Higher of: Projected Price or Harvest Price	Projected Price	Projected Price
Loss Payments Paid When	Actual Revenue is less than Revenue Guarantee	Actual Revenue is less than Revenue Guarantee	Actual Yield is less than Yield Guarantee
Insurable Units	Basic, Optional, Enterprise and Whole Farm Units	Basic, Optional, Enterprise and Whole Farm Units	Basic, Optional, Enterprise and Whole Farm Units
Cost Comparison	Higher per acre than APH	Less per acre than RP	Less per acre than RP-HPE
Record Keeping Required	YES Acreage and Production Reports	YES Acreage and Production Reports	YES Acreage and Production Reports
Replant	Available	Available	Available
Prevented Planting	Available	Available	Available
Other Information	High Risk Land Exclusion and Late Plant Provisions Available	High Risk Land Exclusion and Late Plant Provisions Available	Can Add Endorsement for Harvest Price ($)
Most Common Crop Policy Available on	Corn, Soybeans, Barley and Wheat	Corn, Soybeans, Barley and Wheat	Corn, Soybeans, Barley and Wheat

**(Trigger Yield) as determined by National Agricultural Statistics Service*
***As determined by National Agricultural Statistics Service in indemnity calculation*

APH Actual Production History	AYP Area Yield Protection	ARP Area Revenue Protection	APH (FRUIT) Actual Production History-Fruit Crops
Individual Production Risk	County Production Risk	County Revenue Risk	Individual Production Risk
Not Applicable	Not Applicable	Up and Downside; Downside Only with ARP-HPE	Not Applicable
Wide Range of Losses Caused by Nature	Yield Protection Based on Expected County Yield	Revenue Protection Based on Expected County Revenue	Wide Range of Losses Caused by Nature
50% to 75% of APH Yield	70% to 90% of Expected County Yield*	70% to 90% of Expected County Revenue**	50% to 85% (Depends on crop)
60% to 100% of Established Price	Uses Expected Price in Indemnity Calculations	Projected Only with ARP-HPE; Higher of Projected and Harvest with ARP	RMA Established Price
Actual Yield is less than Yield Guarantee	Actual County Yield is less than Selected Trigger	Actual County Revenue is less than Selected Trigger	Actual Yield is less than Yield Guarantee
Basic and Optional	One Unit, County Wide, by Crop	One Unit, County Wide, by Crop	Basic and Optional
Varies by Crop, County, State, Practice, Options	Similar to YP	Varies by Area; Higher Cost than AYP	Varies by Crop, County, State, Practice, Options
YES Acreage and Production Reports	YES Acreage and Production Reports	YES Acreage and Production Reports	YES Acreage–PAW and Production Reports
Available	Not Available	Not Available	Not Applicable
Available	Not Available	Not Available	Not Applicable
High Risk Land Exclusion and Late Plant Provisions Available	Must Select a Production Factor from 0.8 – 1.2	Must Select a Production Factor from 0.8 – 1.2	Can Add Quality Option for Apples
Oats, Sugar Beets, Potatoes, Onions, Alfalfa, Dry Beans, Perennial Crops	Corn, Soybeans and Wheat in Some Counties	Corn, Soybeans and Wheat in Some Counties	Apples, Grapes, Peach and Blueberries

Availability of policies and coverage vary by crop and county.

AT A GLANCE

ADDITIONAL CLAIM INFORMATION

Required Appraisals —
Appraisals are required when a customer plans to do something other than harvest in the normal manner. If you do not plan to harvest your crop, we must appraise the acres prior to destruction.

Silage/High-Moisture Corn —
Be sure to notify your specialist ***before you chop!*** If any portion of a crop will be chopped for silage or high-moisture corn, an appraisal is required first.

Quality Issues —
For claims regarding quality concerns such as mold, contact your crop insurance specialist.

$200,000 Review —
If any claim (per crop, per county) exceeds $200,000, a 3-year APH audit of the policy will be conducted. Call your specialist prior to gathering records to ensure a thorough understanding of the records you will need.

Grain Bins —
If you plan to store your crop, the following must happen prior to adding the new crop to the grain bins:

- Old crop left in bins must be measured by an adjuster before the new crop is added
- Keep separate load records and mark bins with tape if different farm/field yields are co-mingled

Harvest Claim —

- Will be processed after harvest is complete
- If delivered to the elevator, have delivery sheets from elevator available (grain bins will be measured)

REPORTING A LOSS

Crop damages must be reported within 72 hours of discovery of damage and no later than 15 days after the end of insurance (EOI) period (EOI is December 10 for spring crops and October 31 for fall crops).

Call your GreenStone crop insurance specialist before destroying crops. Do not destroy crops until you have talked to an adjuster.

SIMPLIFY ACREAGE REPORTING

Reporting your planted acres to your crop insurance specialist first allows you to minimize duplicate data errors, reduce paperwork and save time. Acreage reporting is a crucial process completed each year with both your crop insurance specialist and local Farm Service Agency (FSA) office.

The Acreage Crop Reporting Streamlining Initiative (ACRSI) allows you to meet with your agent to report what was planted, where, when and the number of acres planted. Your county FSA office staff can download your information and have it available when you meet with them to certify your acres, preventing you from having to provide the information a second time.

MPCI LOSS COVERAGE

CAUSES OF LOSS COVERED
Adverse weather conditions
Fire, only if caused by lightning
Insects, but not damage due to insufficient or improper application of pest control measures
Plant disease, but not damage due to insufficient or improper application of disease control measures
Damage or loss caused by wildfire
Failure of irrigation water supply, if applicable, due to unavoidable cause of loss occuring within the insurance period
Revenue protection: a change in harvest price from the projected price could result in a claim

CAUSES OF LOSS NOT COVERED
Water contained by any governmental, public, or private dam or reservoir project
Failure to follow recognized good farming practices for the insured crop
Negligence, mismanagement, or wrongdoing by you, any member of the family or household, your tenants or employees
Chemical damage
Failure to carry out a good irrigation practice for the insured crop, if applicable
Failure or breakdown of irrigation equipment or facilities

NEW TO PRODUCTION: REPORTING

Beginning with the 2019 crop year RMA, is now requiring that the “RMA Production Type/ Record Type” be reported along with actual production fliers.

CLAIMING PREVENT PLANT (PP) AND REPLANT

First insured crop is PP and double-cropping qualifications are not met.

The policy holder must elect one of two options on the Multi-Crop Certification Agreement at the time the first insurable crop acres are released.

Note: Landlord/tenant policy holders must elect the same option if they do not want to impact the indemnity of the other.

ABBREVIATIONS KEY:
FPD - Final Planting Date
LPP - Late Planting Period
PP - Prevent Plant
NAP - Noninsured Assistance Program
APH - Approved Production History

Elect to plant second crop for harvest on the same acres? (includes NAP crops)

No

An approved cover crop may be planted after the FPD or the LPP for the first insured crop, but must not be hayed or grazed until after Nov. 1. In addition, the acreage cannot be cash rented to another person.

Is the cover crop planted?

No

100 percent of the insurable indemnity is paid on the first insured crop acres. No APH impact if no crop planted.

Yes

Is cover crop hayed or grazed before Nov. 1?

No

Yes

First insurable crop indemnity is reduced to 35 percent (overpaid indemnity)

Yes

The second crop must be planted after the FPD or any applicable LPP for the first insured crop.

- Second crop automatically insured if crop is on policy.
- Second crop premium is 100 percent and eligible to receive full indemnity.

The first insured crop indemnity will be limited to 35 percent of the insurable indemnity and premium will be reduced to 35 percent of the amount due. The 65 percent remaining PP indemnity can not be restored regardless of 2nd crop loss.

The APH Impact:

- First crop (PP) - 60 percent of approved APH yield for prevent planted acres
- Second crop - APH calculated off actual production

FRESH APPLE REVIEWS

Please remember your fresh apple policy can be signaled out for a fresh review at any time during the year or at claims time. You will be asked to prove you have sold your apples as fresh and at the price they were sold. The requirement is that 50 percent or more were sold as fresh, at a fresh price in at least one out of the last four years. Call us if you need more information regarding what documents can be submitted and what needs to be on those documents. If you cannot prove fresh sales, RMA requires your apples be changed to processing for the current crop year.

IMPORTANT CROP INSURANCE DATES

	SPRING CROPS	FALL CROPS	CATEGORY C CROPS
MPCI Sales Closing Date	March 15	Sept. 30	Nov. 20
Production Deadline	April 29	Nov. 14	Jan. 15
Acreage Report Date	July 15	See below	Jan. 15
MPCI Premium Billing Date	Aug. 15	July 1	Aug. 15
MPCI Premium Due Date	Oct. 1	Aug. 1	Sept. 15
Spring Crops– Barley, Corn, Corn Silage, Dry Beans, Forage Seeding, Oats, Soybeans, Sugar Beets			
Fall Crops– Forage Production: Oct. 15, Wheat: Nov. 15			
Category C– Apples, Blueberries, Cherries, Grapes, Peaches			

**Early/Final/Late Planting Dates & Insurance Periods: Varies by crop, by county.*
If a crop is not listed above, please contact your GreenStone crop insurance specialist for further information.

36 BRANCH LOCATIONS TO SERVE YOU

CORPORATE OFFICE
East Lansing 517-318-4100

WISCONSIN
Clintonville 715-823-2128
Coleman 920-897-4046
Little Chute 920-687-4450
Manitowoc 920-682-5792
Sturgeon Bay 920-743-8150

NORTHERN MICHIGAN
Alpena 989-354-4343
Cadillac 231-775-1361
Escanaba 906-786-4487
Mt. Pleasant 989-773-5175
Traverse City 231-946-5710

EASTERN MICHIGAN
Adrian 517-263-9798
Ann Arbor 734-769-2411
Bad Axe 989-269-6532
Bay City 989-686-5100
Caro 989-673-6128
Lapeer 810-664-5951
Monroe 734-243-6711
Sandusky 810-648-2600

CENTRAL MICHIGAN
Alma 989-463-3146
Charlotte 517-543-1360
Concord 517-524-6670
Corunna 989-743-5606
Jonesville 517-437-3336
Howell 517-546-2840
Ionia 616-527-1930
Mason 517-676-1086
Saginaw 989-781-4251
St. Johns 989-224-9321

WESTERN MICHIGAN
Allegan 269-673-5541
Berrien Springs 269-471-9329
Grand Rapids 616-647-0030
Hart 231-873-7102
Hastings 269-945-9415
Lakeview 989-352-7203
Schoolcraft 269-679-5296

Refer to your crop insurance policy for specific information regarding insurance coverage, actuarial information, conditions and exclusions. This is an estimate and does not constitute a binding offer of insurance. Actual crop insurance premiums may differ based on final variables which include, but are not limited to; high risk acres, written agreements, supplemental rates, actual production history, options, acres planted, units, and Practice/Type/Variety. FSA AD-1026 Form by June 1st crop year before required for premium subsidy. This institution is an equal opportunity provider and employer.

GreenStone®
FARM CREDIT SERVICES

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