

## Connecticut's NEW FARMER BUCKET LIST

Find key resources for prospective, new and beginning farmers, including:

- Finding Farmland
- Registration and taxes
- Selling your products
- Financing
- Connecting with new farmers
- Service provider e-news

Developed in collaboration with UConn Extension, CT Dept. of Agriculture, CT Farm Bureau Association, CT NOFA, New CT Farmer Alliance, USDA/FSA, USDA/NRCS

Available at: [www.ctfarmrisk.uconn.edu](http://www.ctfarmrisk.uconn.edu)

### Information

This publication is a cooperative effort of UConn Extension, and USDA Risk Management Agency.

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# FINANCIAL ASSURANCE

## FOR CONNECTICUT FARMERS

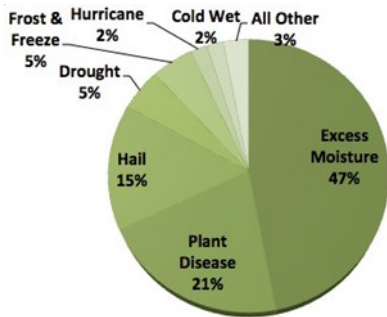


## USING USDA RISK MANAGEMENT PROGRAMS

*Revised September 19, 2017*

# Why Insure?

## Farming is a Risky Business



Crops can fail for a variety of reasons. This chart shows causes of crop failure in CT between 2004 and 2013. As climate change increases the likelihood of extreme weather events, it is more important than ever to have a plan in place to protect your crops and income each growing season.

## Buying Financial Disaster Protection Can:



- Help to prevent a major business financial interruption by assuring that you get your input costs back;
- Generate funds to buy replacement production to maintain your customer base;
- Pay off your operating loan and help you to farm again next year

# Is Enrolling Worth it?

## Good for Your Future



Taking responsibility for developing a risk management plan is a critical step for any serious farmer. In the event of a natural disaster, your best protection might be enrollment in NAP, WFRP, or MPCI. Hoping for compensation for losses through a federal declaration of emergency or disaster is very unlikely.

## Good for Your Business

Basic Farm Record:
Name of Crop
Crop Type/Variety
Location on farm
Acreage/Row feet
Growing Practice
Planting Date
Intended Use
Expected Yield/Price
Input Costs
Expected Profit
Actual Yield/Price
Profit

Keeping records of your production history is good business practice. Having these records on hand is also essential for future years as you begin to explore federal and state programs for agriculture such as loans, grants, and insurance. A basic crop record is one component of a complete business plan.

Find more info here:

<http://ctfarmrisk.uconn.edu>

## Good for Future Farmers



Participating with FSA programs help shape agricultural policies and programs. You are helping to ensure that farmers like you are taken into account, and services for beginning and diversified growers are improved.



# Multi-peril Crop Insurance (MPCI)

MPCI is a USDA insurance product offered through private insurers. This program covers specific commodities. In Connecticut this plan is available for:

**Apples, Peaches, Potatoes, Sweet Corn, Corn, Nursery & Tobacco**

Other crops may be covered under a written agreement in Connecticut. Consult with a Crop Insurance Agent to see if you can insure a particular crop using a written agreement.

When MPCI is available NAP is not available for the crop. This crop insurance policy generally provides more coverage choices than NAP. Protection from 50 to 75 percent of the expected crop yield (revenue for some crops) and up to 100 percent of the projected price for the crop is typical. **Organic and contract prices are available for some crops.**

**The enrollment deadline for most spring planted crops is March 15 before the crop is planted.**

### For more information:

- Fact sheets are available at:  
<http://www.ctfarmrisk.uconn.edu/insurance.php>
- Find your RMA Crop Insurance Carriers at:  
<http://www.rma.usda.gov/tools/agent.html>
- Find your NAP contact at the Farm Service Agency:

### COUNTY

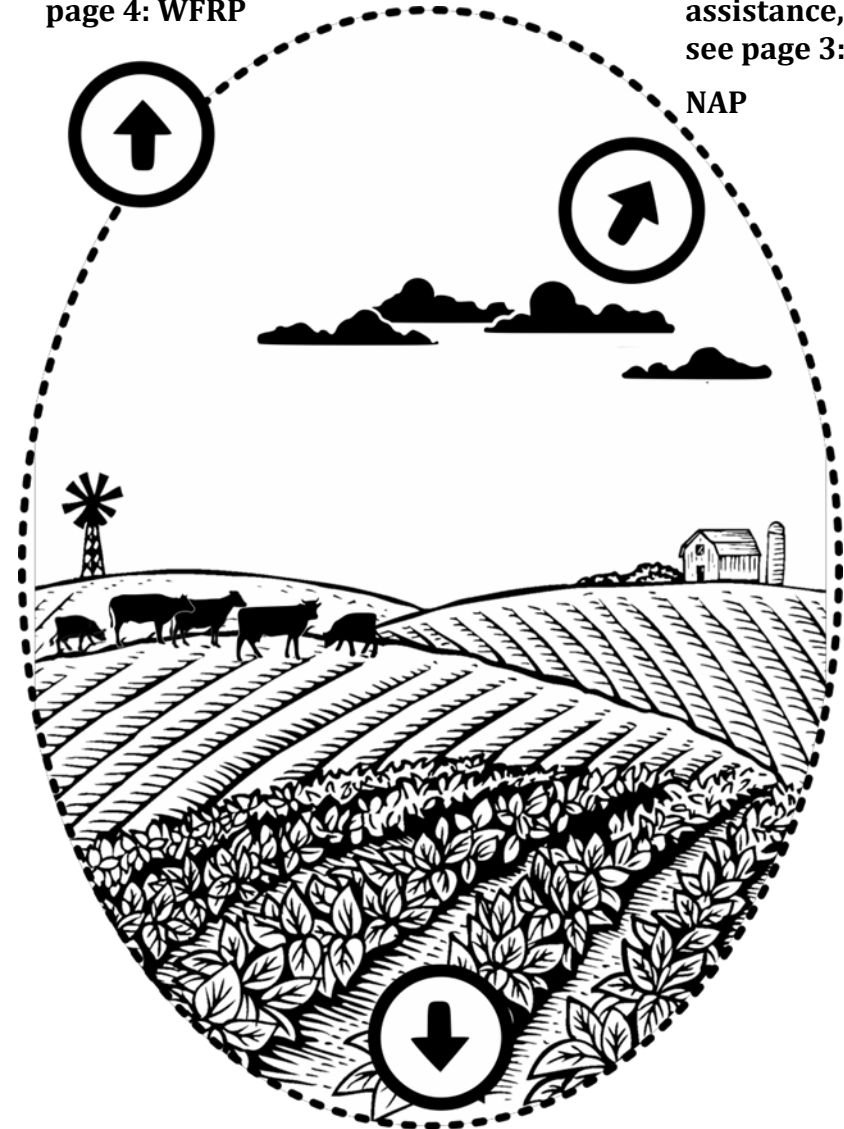
### PHONE

Hartford/ Tolland	(860)688-7725 x 2
Litchfield/ Fairfield	(860)626-8258 x 2
Middlesex/New Haven	(203)269-6665 x 2
New London	(860)887-3604 x 2
Windham	(860)779-0557 x 2

## Overview of Programs

For whole farm protection, see page 4: WFRP

For disaster assistance, see page 3: NAP





For individual crop insurance plans, see page 5: MPCI


# Noninsured Crop Disaster Assistance Program (NAP)


NAP is offered through the USDA Farm Service Agency (FSA) and provides financial protection for crops affected by natural disaster that do not already have an individual MPCI crop insurance policy available (see page 5, MPCI). Protection can be based on your production and price history or default yield/prices can be used if you do not have such records. Most crops new farmers grow are eligible. Deadline Dates and Items Covered:


- September 1st – Value loss crops for the following year – flowers for fresh cut, onion sets, turfgrass sod, Christmas trees, aquaculture
- September 30th – Grazing/forage crops, garlic, small grains for the following year's crop
- November 20th – Asparagus, blueberries, cherries, grapes, hops, nectarines, peaches, pears, plums, strawberries
- December 1st – Honey for the following year
- March 15th – small fruit, vegetables, honey, maple sap, ornamentals & nursery crops


 **Items Covered:** Small Fruit, Vegetables, Honey, Maple Sap, Seed Stock, Ornamental, & Nursery crops

 **Eligible Events:** Natural disasters including, but not limited to damaging weather events, drought, flood, earthquake, uncontrollable pests, and plant disease.

 **Coverage Levels:** Up to 65% of your individual yield history. You select 55% to 100% of established price protection.

 **Cost:** Service fee is the lesser of \$250 per crop or \$750 per producer. Waived for beginning (first 10 years), limited resource, and underserved\* farmers.


 **To Note:** NAP “Buy-Up” Coverage is available to provide a higher level of protection. Producers pay the basic fee and an additional premium for this coverage.


 **More Info:** Find: USDA FSA Fact Sheet on NAP at [fsa.usda.gov](http://fsa.usda.gov)  
Find: FSA Office Locator at [offices.sc.egov.usda.gov](http://offices.sc.egov.usda.gov)


\*Underserved Farmers include: Women, American Indians, Alaskan Natives, Asians, African Americans, Hispanics, Pacific Islanders.


# Whole Farm Revenue Protection (WFRP)


WFRP is a new USDA insurance product offered through private insurers. Diversified growers can insure expected revenue from products sold from the farm based on the producer's revenue history. Organic pricing for revenue estimates is allowed for certified and non-certified. Five consecutive years of filed income tax forms are required to be eligible for this program. Beginning Farmers may qualify with 3 historic years of filed income tax forms if they have been farming also the previous year. Application deadline is March 15.

 **Items Covered:** Expected revenue earned from market ready crops (includes washing, trimming, packing). Livestock, and animal products produced and/or purchased for resale. Annuals lost early enough for replanting.

 **Eligible Events:** A natural cause of loss and decline in market price during insurance year.

 **Coverage Levels:** 50% to 85% of approved expected revenue. Maximum protection \$8.5 million. Individual limits not to exceed \$1 million of expected revenue each for animals and animal products or nursery and greenhouse commodities. In order to qualify for 80%-85% coverage, three or more commodities are required.

 **Cost:** Please contact a private crop insurance carrier for pricing.

 **To Note:** Special premium discounts and other benefits are available for beginning farmers. Also consider protecting your crops individually, with crop specific policies (see page 5, MPCI) or NAP (from FSA). Each of these protection programs has been significantly improved by the farm bill and now offer buy-up protection.

 **More Info:**  
Find: WFRP details at

<http://www.rma.usda.gov/policies/wfrp.html>

Find: RMA Insurance Agent Locator at

<http://www.rma.usda.gov/tools/agent.html>