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## Danielle McMillen

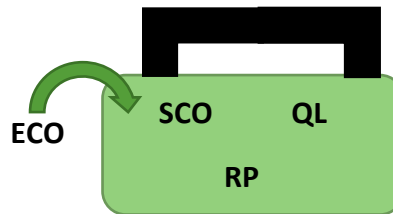
FARM Inc. is eager to introduce you to the newest member of our team. Danielle was born in Arizona where she spent the first part of her life. Her family made the move to Dalhart, Texas when she was young which is where she still lives today.

Danielle grew up immersed in the agriculture industry. She grew up showing livestock and helping with her family operation. She graduated from Texas A&M in December 2019 with a degree in Agribusiness. Since then she has been working with a cattle nutrition company in Hereford, TX. She plans to split her time at FARM Inc. between Tempe and Dalhart. Danielle is excited to work with FARM Inc. and we are thrilled to have her.



## Livestock Risk Protection

At first LRP was overlooked by many producers, and didn't seem to be much better than buying a Put Option. However, the Risk Management Agency (RMA) made some changes to the policy that earned LRP a second look. These changes include allowing the premiums to be paid at the end of the endorsement period, and higher subsidy levels that make the policy a more affordable option for producers looking to limit their risk.



## Adding to the Toolbox

Enhanced Coverage Option (ECO) is another tool available to add to your Risk Management tool box. ECO offers up to 95% coverage, which is the highest subsidized coverage available and can be used on most all of your spring crops. ECO can trigger an indemnity on only a 5% loss in revenue or yield. Coverage is based on area yields usually by county. Producers must purchase an individual buy-up policy to purchase ECO; it is not eligible with CAT coverage. ECO premium rates are subsidized by 44%-51%. Unlike SCO, ECO is NOT impacted by FSA decisions including ARC/PLC.

### 95% ECO Trigger Example

Deductible (no coverage)	100-95%
ECO Coverage range	95-86%
SCO or ARC Coverage range	86-75%
MCPI coverage range	75%

Example provided by NAU Country

This year may be the year to look at adding this coverage, especially with the commodity prices being higher than average this year. If you would like a quote to see how this coverage could benefit you, please don't hesitate to reach out to us.

If you would prefer to receive all future newsletters by email rather than by mail please send us a message stating so to: [farminc@cox.net](mailto:farminc@cox.net)

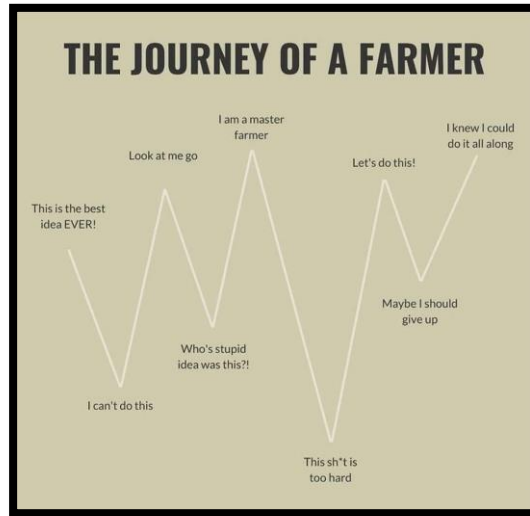
## 2020 Yields

If you haven't done so already, please remember to send us your yields for the 2020 spring crops. We will need this in order to get you a correct quote that includes the new quality loss option. We want to make sure we get this new option added to your policy.

## Important Dates

- January 15<sup>th</sup> – Acreage reporting date for Annual Forage Growing Season 2.
- February 1<sup>st</sup> - February 29<sup>th</sup> – Corn insurance initial price measured using 2021 DEC. board and soybean insurance initial price measured using 2021 NOV. board.
- March 15<sup>th</sup> – Final date to sign up or make changes to spring policies. Deadline to sign up for 2021 crop year ARC/PLC program at FSA. Final date to short rate wheat acres. No grazing after this date if taking to harvest for grain.
- April 15<sup>th</sup> – Final plant date and acreage reporting date for Annual Forage Growing Season 3.
- April 29<sup>th</sup> – Production reporting deadline for spring crops.

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**FARM Inc.**  
Financial And Risk Management

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