

## **PCG TO HOST CROP INSURANCE INFORMATION SESSION FEB. 16**

Friday, January 8, 2021

By Shawn Wade

Plains Cotton Growers, Inc. will host a virtual information session on **February 16, 2021** to review and discuss the numerous options available to producers for the 2021 growing season through the Federal Crop Insurance Program. Additional information, including links to register for the February 16 session will be made available in the coming weeks through this newsletter and on the PCG website located at: <http://www.plainscotton.org>.

The purpose of the seminar is to acquaint producers with the wide variety of existing and new crop insurance products available to them in 2021 and to discuss how crop insurance can be employed to complement or in some instances be substituted for other USDA program options.

“With an uncertain weather and market situation cotton producers should carefully consider the full range of risk management products heading into the 2021 growing season,” says Shawn Wade, Director of Policy Analysis and Research for Plains Cotton Growers, Inc. “The fact is that growers have a tremendous amount of latitude when it comes to putting together a robust risk management program due to the availability of existing program enhancements, such as Yield Exclusion and Trend Adjusted Yield adjustments and policy add-ons like the Cotton Seed (Pilot) Endorsement, Stacked Income Protection Program (STAX), Supplemental Coverage Option (SCO), and the new Enhanced Coverage Option (ECO).”

Crop insurance in combination with one or more of these components has the ability to provide a multitude of meaningful options for producers and improve the risk management programs they depend on to get them through uncertain weather and market situations.

## **COTTON MARKETER OF THE YEAR – BARRY EVANS**

Friday, January 8, 2021

By Whitney Curry

During the 2021 National Cotton Council virtual Beltwide Cotton Conferences this past week, Barry Evans of Kress, Texas was named the Cotton Marketer of the Year.

Barry is recognized as a leader in the cotton industry and has played a strong role in the High Plains area for several years. We congratulate him on his recent recognition as Cotton Marketer of the Year. He is a stockholder of the Tule Creek Gin, and Windstar Gins, and serves as a member of the Plains Cotton Growers Executive Committee.

Barry and his wife, Lindy, have three adult kids, and farms cotton and grain sorghum in Swisher County. He has been active in several cotton-related organizations, such as the National Cotton Council, American Cotton Producers, and served on the Northern High Plains Boll Weevil Eradication Program Advisory Committee.

He is an alumna of the Texas Agricultural Lifetime Leadership (TALL) Program and has served on the Swisher County Farm Bureau board.

Again, PCG would like to congratulate Barry on this honor!

## **2021 MASTER MARKETER SEMINAR SERIES**

The 2021 Master Marketer Program set for Amarillo this winter has been transitioned with you in mind to an online Seminar Series. Registration is required but there is no charge to attend any of the sessions. The weekly seminar series begins at 10:00 am and ends at noon. We have two evening sessions scheduled that will run from 7:00 pm to 8:00 pm.

The series kicks off with an “Introduction to Futures and Options Markets” by Mark Welch on **January 27** from 10:00 am to 11:30 am. This ‘leveling workshop’ is designed to provide a basic understanding of how futures and options markets work for price risk management. It is assumed that Master Marketer participants have at least a working knowledge of these markets. This session provides that foundation for those that may not and serves as a refresher course for those that need it. Also, on this date from 11:30 am to noon will be a session on “Working with a Broker” led by Donna Hughes of Daniels Trading. A question-and-answer session reviewing that day’s information will be held from 7:00 pm to 8:00 pm.

### **Session I of Master Marketer begins on Wednesday, February 3.**

There will be a welcome by Mark Welch and an introduction to “Budget Resources” by Justin Benavidez. Then Ed Usset from the University of Minnesota will present a session on “Developing a Marketing Plan”.

**Session II on February 10** will include Steven Klose leading a session on “Crop Insurance” from 10:00 to 10:45 followed by a session on “Weather/Climate” by Brian Bledsoe, meteorologist from Colorado Springs, CO.

**Session III on February 17** includes “Cotton Fundamentals” with John Robinson, “Technical Analysis” with Alan Brugler, and an evening session covering “Grain Fundamentals” with Mark Welch.

Session IV will consist of “Livestock Fundamentals” with David Anderson and a discussion of “Farm Policy” with Bart Fischer.

The program concludes with **Session V on March 3** with Tiffany Dowell Lashmet’s discussion of “Legal Issues” and Darrell Holaday with Advanced Marketing Concepts of Wamego, Kansas, “Tying it All Together”.

More information can be found at <https://mastermarketer.tamu.edu>. Registration is required and can be accessed at <https://agriliferegister.tamu.edu/MasterMarketer>.

## **UPCOMING AREA AG CONFERENCES**

As things continue to change in the coming weeks continue to follow the PCG website ([www.plainscotton.org](http://www.plainscotton.org)) for an updated list of the area ag conferences. Many have been moved to a virtual format or postponed to a later date.

**January 8 – (postponed to March 4)** – West Plains Ag Conference, Levelland

**January 11 – (Canceled)** Pioneer Crop Conference, Dalhart

**January 12** – Southern Mesa Ag Conference (**Virtual Zoom Meeting**), Lamesa, Contact Dawson County office; 806-872-3444

**January 12 – (Canceled)** Pioneer Crop Conference, Dumas

**January 13** – (**postponed to March 3**) – SE Panhandle Ag Conference, Memphis

**January 13 – (Canceled)** Pioneer Crop Conference, Stratford

**January 14 – (Postponed – Virtual plans for later)** Top of Texas Cotton Conference, Pampa

**January 14 – (Canceled)** Pioneer Crop Conference, Spearman

**January 20** – (**Virtual Zoom Meeting**) Terry/Yoakum Ag Conference, Brownfield, Contact Geoff Cooper at Terry County office; 806-637-4060 or Sierra Stephens at Yoakum County office; 806-456-2263.

**January 20** – (**Virtual Zoom Meeting**) NW Panhandle Ag Conference, Dumas, Contact Moore County office; 806-935-2594.

**January 22** – (Virtual Zoom Meeting) Caprock Ag Conference, Contact Floyd County office; 806-983-4912 or Crosby County office; 806-675-2347.

**January 26** – (Face-to-Face) Llano Estacado Ag Conference, Muleshoe, Contact Bailey County office; 806-272-4583

**January 27** – (Virtual Zoom Meeting) Pre-Plant Producers Update, Canyon, Contact Randall County office; 806-468-5543

**January 27** – (Virtual Zoom Meeting) Beef Range Meeting, Dumas, Contact Moore County office; 806-935-2594.

**January 28** – (Virtual Zoom Meeting) High Plains Cotton Conference, Spearman, Contact Matt Whiteley at Hansford County office; 806-659-4130. Or Kristy Slough at Hutchinson County office; 806-878-4026.

**January 28** – (Virtual Zoom Meeting) NW Panhandle Ag Conference, Dalhart, Contact Dallam-Hartley County; 806-244-4434 or Moore County offices; 806-935-2594.

## USDA ANNOUNCES QUALITY LOSS ASSISTANCE FOR ELIGIBLE PRODUCERS

Tuesday, January 5, 2021

By USDA Farm Service Agency

The U.S. Department of Agriculture’s (USDA) Farm Service Agency (FSA) announced recently that signup for the Quality Loss Adjustment (QLA) Program began Wednesday, January 6, 2021. Funded by the Further Consolidated Appropriations Act of 2020, this new program provides assistance to producers who suffered eligible crop losses due to natural disasters occurring in 2018 and 2019 calendar years.

**The deadline to apply for QLA is Friday, March 5, 2021.**

### Eligible Crops

Eligible crops include those for which federal crop insurance or Noninsured Crop Disaster Assistance Program (NAP) coverage is available, except for grazed crop and value loss crops, such as honey, maple sap, aquaculture, floriculture, mushrooms, ginseng root, ornament nursery, Christmas trees, and turfgrass sod.

Additionally, crops that were sold or fed to livestock or that are in storage may be eligible; however, *crops that were destroyed before harvest are not eligible*. Crop quality losses occurring after harvest, due to deterioration in storage, or that could have been mitigated, are also not eligible.

Assistance is based on a producer’s harvested affected production of an eligible crop, which must have had at least a 5% quality loss reflected through a quality discount; or for forage crops, a nutrient loss, such as total digestible nutrients.

### Qualifying Disaster Events

Losses must have been a result of a qualifying disaster event (hurricane, excessive moisture, flood, qualifying drought, tornado, typhoon, volcanic activity, snowstorm, or wildfire) or related condition that occurred in calendar years 2018 and/or 2019.

Assistance is available for eligible producers in counties that received a qualifying Presidential Emergency Disaster Declaration or Secretarial Disaster Designation because of one or more of the qualifying disaster events or related conditions.

Lists of counties with Presidential Emergency Disaster Declaration or Secretarial Disaster Designations for all qualifying disaster events for 2018 and 2019 can be found by visiting: <https://www.farmers.gov/recover/whip-plus/eligible-counties>.

For drought, producers are eligible for QLA if the loss occurred in the area within the county rated by the U.S. Drought Monitor (<https://droughtmonitor.unl.edu>) as having a D3 (extreme drought) or higher intensity level during 2018 or 2019.

Producers in counties that did not receive a qualifying declaration or designation may still apply but must also provide supporting

documentation to establish that the crop was directly affected by a qualifying disaster event.

To determine QLA eligibility and payments, FSA considers the total quality loss caused by all qualifying natural disasters in cases where a crop was impacted by multiple events.

### Applying for QLA

When applying, producers are asked to provide verifiable documentation to support claims of quality loss or nutrient loss in the case of forage crops. For crops that have been sold, grading must have been completed within 30 days of harvest, and for forage crops, a laboratory analysis must have been completed within 30 days of harvest.

Some acceptable forms of documentation include sales receipts from buyers, settlement sheets, truck or warehouse scale tickets, written sales contracts, similar records that represent actual and specific quality loss information, and forage tests for nutritional values.

### Payments, Calculations and Limitations

QLA payments are based on formulas for the type of crop (forage or non-forage) and loss documentation submitted. Based on this documentation, FSA is calculating payments based on the producer’s own individual loss or based on the county average loss. More information on payments can be found by visiting [www.farmers.gov/quality-loss](http://www.farmers.gov/quality-loss).

FSA will issue payments once the application period ends. If the total amount of calculated QLA payments exceeds available program funding, payments will be prorated.

For each crop year, 2018, 2019, and 2020, the maximum amount that a person or legal entity may receive, directly or indirectly, is \$125,000. Payments made to a joint operation (including a general partnership or joint venture) will not exceed \$125,000, multiplied by the number of persons and legal entities that comprise the ownership of the joint operation. A person or legal entity is ineligible for QLA payment if the person’s or legal entity’s average Adjusted Gross Income exceeds \$900,000, unless at least 75% is derived from farming, ranching or forestry-related activities.

### Future Insurance Coverage Requirements

All producers receiving QLA Program payments are required to purchase crop insurance or NAP coverage for the two available crop years at the 60% coverage level or higher. Wildlife and Hurricane Indemnity Program Plus (WHIP+) participants who already met the WHIP+ requirements to purchase crop insurance or NAP coverage are considered to have thereby met the requirement to purchase crop insurance or NAP coverage for QLA. If eligible, QLA participants may meet the insurance purchase requirement by purchasing Whole-Farm Revenue Protection (<https://www.rma.usda.gov/en/Policy-and-Procedure/Insurance-Plans/Whole-Farm-Revenue-Protection>) coverage offered through USDA’s Risk Management Agency.

### For More Information

For more information, visit [www.farmers.gov/quality-loss](http://www.farmers.gov/quality-loss), or contact or local USDA Service Center (<https://www.farmers.gov/service-center-locator>). Producers can also obtain one-on-one support with applications by calling 877-508-8364. If you have any questions, please contact your local FSA Office.

PCG will notify you as more information about the Quality Loss Assistance Program comes available. If you have any questions regarding this new program in the meantime, please contact our office at 806-792-4904.

## Connect with PCG!

Find us on Facebook and Twitter

<http://www.facebook.com/plainscottongrowers>

<http://www.twitter.com/PCGNews>

### Editor’s Note:

“Cotton News”, a weekly service of Plains Cotton Growers to the cotton industry and news media in the 41-county High Plains area, is mailed from Lubbock each Friday. Its contents are confined to news items and comments pertaining to the High Plains cotton industry which is so vital to U.S. all. Anyone interested in making comments about the contents of this column can call 806-792-4904 or Email PCG at: [editor@plainscottongrowers.com](mailto:editor@plainscottongrowers.com)