

**Apple Crop Insurance Listening Session  
Highland, New York  
March 23, 2018**

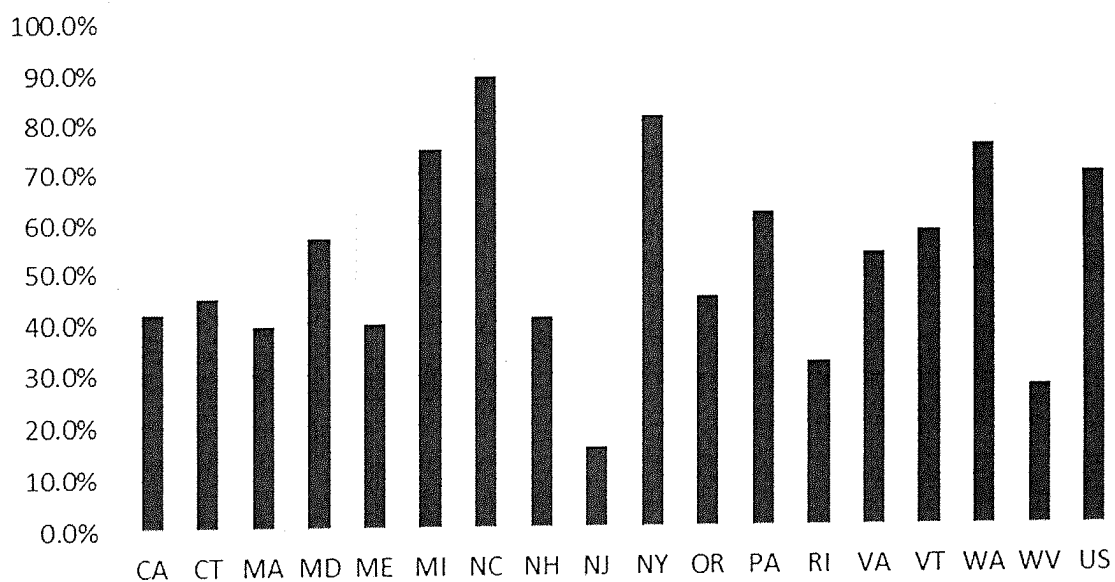
**Purpose:** Provide an opportunity for producers, packers, insurance staff and agents alike to communicate concerns and possible improvements for consideration in the development of future apple crop insurance policy.

**Issues to resolve:**

- Are changing production practices (some risk-mitigating) being reflected?
- What are the alternatives to an APH plan?
- Are reference prices representative? Are apples being sold using AMS grades
- Are production record requirements reasonable?
- High loss ratios in some eastern states need to be addressed.
- Rising premiums are making insurance less affordable.
- High number of full indemnity payments under the fresh quality option, with apples being sold after a 100% loss.
- Should criteria for fresh coverage and the fresh quality option be tightened?
- APH is not reflecting poor quality outcomes
- At what point is it not economic to harvest? How are remaining apples dealt with?

New York Apple Insurance Experience									
	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Buyup</b>									
Policies Earning Prem	257	252	255	275	282	282	282	287	277
Policies Indemnified	101	86	212	52	84	99	184	67	0
Units Earning Prem	673	786	830	983	1,014	1,079	1,159	1,251	1,263
Units Indemnified	169	144	594	82	125	237	394	113	0
Acres Insured	20,826	21,101	21,671	24,716	26,047	26,744	26,626	27,113	26,381
Liabilities (\$)	66,897,974	70,273,098	83,096,553	91,381,859	109,314,258	115,106,401	122,407,070	123,565,350	133,747,410
Total Prem (\$)	7,003,356	6,741,660	8,037,018	9,344,460	10,915,400	12,103,821	14,101,184	15,402,887	18,027,269
Indemnity (\$)	13,935,739	12,117,646	44,824,434	6,640,042	6,488,318	17,893,404	31,208,117	5,508,620	0
Loss Ratio	1.99	1.80	5.58	0.71	0.59	1.48	2.21	0.36	0.00
<b>CAT</b>									
Policies Earning Prem	72	68	63	39	34	32	32	24	24
Policies Indemnified	2	2	33	0	0	0	1	0	0
Units Earning Prem	72	69	64	39	34	32	32	24	24
Units Indemnified	2	2	33	0	0	0	1	0	0
Acres Insured	10,654	10,103	9,809	7,144	6,443	5,644	5,890	5,127	5,101
Liabilities (\$)	13,731,083	13,297,400	14,505,213	10,711,118	8,144,482	9,999,268	10,720,906	8,831,355	9,763,365
Total Prem (\$)	392,837	387,446	426,231	343,974	208,404	149,671	186,667	168,334	192,168
Indemnity (\$)	56,398	24,295	1,957,004	0	0	0	150,819	0	0
Loss Ratio	0.14	0.06	4.59	0.00	0.00	0.00	0.81	0.00	0.00
<b>Rates for Ulster County (Group B non-irrigated)</b>									
Reference rate		3.4	3.4	3.4	4.5	5.8	7.2	8.6	8.9
Fixed rate		2.3	2.3	2.3	2.3	2.3	2.2	2.2	2.2
Total		5.7	5.7	5.7	6.8	8.1	9.4	10.8	11.1
Fresh option			6.6	6.6	6.6	6.6	6.6	6.6	9.2
Total			12.3	12.3	13.4	14.7	16.0	17.4	20.3

### Share of Bearing Acreage Insured



### Apple Insurance Loss Ratios for Selected States

	2012	2013	2014	2015	2016	2017
CA	.72	.91	1.07	1.63	.86	.39
CT	2.13	.44	.60	.00	1.62	.24
MA	1.09	.44	.55	.51	1.79	.33
MD	.46	.53	.93	.38	.85	.36
ME	1.61	1.04	.72	.56	.93	.24
MI	4.28	.21	.38	.64	.25	.36
NC	2.91	2.17	2.05	2.16	2.07	1.62
NH	1.76	.00	.57	.00	2.19	.91
NJ	.88	.69	.56	.78	1.61	.40
NY	5.53	.69	.58	1.46	2.19	.32
OR	.02	.52	.27	2.37	.56	1.39
PA	1.09	.75	.34	.46	2.13	.31
RI	1.88	.00	.14	.00	3.61	.93
VA	1.09	.95	1.08	1.04	1.66	.36
VT	2.01	.24	.27	.00	.21	.11
WA	.51	.72	.13	.56	.17	.14
WV	.79	1.15	1.93	1.43	1.15	.44
US	2.06	.70	.48	.85	.91	.36