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 Gibson Insurance Group, Inc.
P.O. Box 795
Tipton, MO 65081-0795

Winter 2010



Gibson Insurance Group, Inc.

Apiculture Insurance

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Welcome to our first newsletter for our honey producers. We hope that you all had a great holiday season.

Gibson Insurance strives to keep our clients and potential clients informed about important programs that are available to you through our insurance companies. We also try to let you know of any new programs offered by the USDA and Farm Service Agency (FSA) that may be applicable to you and your operation.

In the past few years honey has become an important agriculture commodity. We see it everywhere. We can find it being used in some form in products in almost every aisle of your local grocery store. It's used by fast food establishments as fla-

vorings for the sauces, or as a dip for some of their menu items. Even the USDA has noticed and that's a good thing for you!

For most of you, this is probably your first experience with any USDA programs. Be it crop insurance through USDA's Risk Management Agency or through FSA and its many programs.

For this newsletter we have found a couple of programs from FSA that might be of interest to you. A short explanation of the program will follow BUT, as with any USDA program, we highly encourage our producers to contact their local Farm Service Agency for complete details about any program that they think might apply to them. They are there to help you so don't be afraid to ask. 🍯

Isn't that Amazing !

We at Gibson Insurance never want to stop learning about our clients and what is important to them

and their farming operations. Keeping abreast of important changes in government poli-

cies, industry trends, market trends, and any kind of news that is of importance to

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Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish Program (ELAP)

ELAP provides emergency assistance to eligible producers of livestock, honeybees, and farm-raised fish that have losses due to disease, adverse weather, or other conditions, including losses due to blizzard and wildfires, as determined by the Secretary. Eligible ELAP losses must have occurred on or after January 1, 2008 and before October 1, 2011.

Honeybee producers are eligible for ELAP if they have honeybee colony or honeybee hive losses due to eligible adverse weather or eligible loss conditions including, but not



limited to colony collapse disorder, earthquakes, floods, hurricanes, tornadoes, and volcanic eruptions. In the case of colony collapse, the collapse must be certified or otherwise documented by a third party

such as a registered entomologist, Cooperative Extension specialist, or Land Grant University.

To be eligible for ELAP, the producer must have purchased or enrolled in the following:

- Insurable crop on the farm, a policy or plan of insurance under the Federal Crop Insurance Act.
- Non-insurable commodity on the farm, filed the required paperwork and paid the fee by the applicable deadline for NAP



Honey Nonrecourse Marketing Assistance Loans (MAL)

Honey nonrecourse **MAL**'s provide eligible producers with interim financing on their production and facilitate the orderly distribution of loan-eligible honey throughout the year.

Instead of selling the honey immediately after harvest, a nonrecourse loan allows a producer with eligible

honey to store the production, pledging the honey itself as collateral. The honey loan provides funding for an eligible producer to pay bills without having to sell the honey at a time of the year when prices tend to be lowest.

When market conditions may be more favorable, a producer may sell the honey and repay the loan with proceeds from the sale.

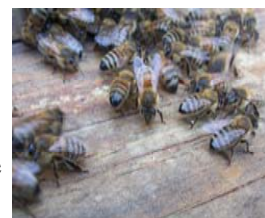
Always contact your local FSA office for complete details about any program that may apply to your operation.

Supplemental Revenue Assistance Payments (SURE)

The **SURE** program is a disaster program that replaces the old ad-hoc programs in times of natural disasters and is legislated through 2011.

It is available to eligible producers on farms in disaster declaration counties, including contiguous (counties that border your home

county) counties, that have incurred crop production losses and/or crop quality losses during the crop year or any farm in which, during the calendar year, the total loss of production of the farm because of adverse



weather is greater than 50% of the normal production of the farm.

In the case of honeybee producers, the term "farm" means the sum of all colonies or hives in all counties tended by the eligible producer. (Continued on p.3)

Supplemental Revenue Assistance Program (SURE) cont.

How does it work?

To be eligible for the SURE program, **all** of the farming operation's crops that are of economic significance must be covered by either federal Crop Insurance or FSA's NAP coverage. As of now grazed crops, such as pasture, are not required to have coverage.

How does it pay?

For those of you that have purchased a Crop Insurance plan

for your honey production you will have established a revenue guarantee for your production. That is the percentage of the county base rate that you chose when you first applied for the coverage. The county



base rate for Missouri is set at \$47.35 per hive/colony. Your production guarantee at 150% of the county base would be set at \$63.92 per hive/colony.

When there is a loss, the producer will be eligible to receive 60% of the difference between the SURE disaster guarantee and the actual farm revenue guarantee.

For more information on **SURE** and to look at the SURE calculator visit the USDA's web site, www.usda.gov.



Isn't that Amazing ! (cont.)

your farming operation allows us to better understand what you might need from us to help maximize your farm's potential.

The other day I was browsing thru my Feedstuff's magazine looking for articles of interest. Feedstuff's is a weekly agribusiness magazine that for most part covers the grain, beef, and poultry industries. I never imagined that I would find a full page article about honey. Guess that goes to show how important the honey industry has become.

The article was about how honey is linked to better memory. The following is a brief synopsis of that article published in the magazine. It is from the January 4, 2010 issue of that magazine.

"Here's the point

THE history of honey use and production is long and varied. In many cultures, honey has had uses beyond as a food. In fact, for years, some cultures believed honey had many practical health uses. It was used as an ointment for rashes and burns and to help soothe sore throats when no other medicinal treatments were available.

Current research out of the U.K. indicates that honey may also play a role in preserving human memory by serving as a fuel source for the brain during times of rest, or nocturnal fasting, when other food sources are unavailable.

"A n ounce or two may keep Father Time at bay"

The relationship between the energy or fuel status of the liver and the quality and duration of restorative sleep is thought to be one of the most neglected areas of study in human physiology. Chronic nocturnal metabolic stress is now thought to be easily prevented by simply providing adequate fuel for the liver and, hence, the brain during nocturnal fast. After an early evening meal, the liver may be selectively replenished prior to sleep by taking an ounce or two of quality honey.

For more information on honey and other foods, visit www.FeedstuffsFoodLink.com

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