**Important Dates**

March 15  
Deadline to apply for insurance or make changes to existing policies

April 21  
Earliest Planting Date

June 20  
Final Planting Date

July 15  
Acreage Report Due

**FAQ**

Q: What do I do if I have a loss?  
A: Report damage to your agent within 72 hours of discovering it.

Q: How much will it cost?  
A: The cost of a policy depends on many factors, such as coverage level, price election, your APH, etc. However, premiums are subsidized by the government, so you only pay part of it.

The grain sorghum policy also contains provisions on quality loss, late and prevented planting, and replanting payments. Ask us or an insurance agent for more information.

Remember, to be eligible for the federal crop disaster program SURE, each crop on the farm must be insured or have NAP coverage from FSA (some exceptions apply). Higher coverage levels translate to higher SURE guarantees!

For more information or a list of crop insurance agents in New Jersey, call the Garden State Crop Insurance Education Team toll-free at 1-800-308-2449 or visit us on the web at [http://salem.rutgers.edu/cropinsurance](http://salem.rutgers.edu/cropinsurance).
## Who Is Eligible?

Grain Sorghum is insurable in most counties in New Jersey.

Grain sorghum must be planted for harvest as grain that is a combine-type hybrid. Dual-purpose types of grain sorghum are not insurable (i.e. used for both grain and forage).

Organically grown grain sorghum is insurable.

## What Disasters Are Covered?

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## How It Works

Grain Sorghum can be insured by yield or by revenue using a new plan called Combo.

Using **Yield Coverage**, your past yield records are averaged together to calculate an Actual Production History (APH) in bushels per acre. You then choose a percentage of your APH to insure, *such as 75% of 60 bu./acre.* This provides your yield guarantee, *in this case 45 bu./acre.* If your actual yield is less than your guarantee (due to an insured cause of loss), then you could receive a loss payment.

**Revenue Coverage** protects both yield and revenue (yield times price). You calculate your APH and choose a coverage level, then multiply by a price to receive a Revenue Guarantee in dollars instead of bushels (i.e. 60 bu./acre x 75% coverage x $3.47/bu. = $156.15/acre guarantee). The price is calculated by Risk Management Agency (RMA) using the futures market once at planting (Projected Price) and again at harvest (Harvest Price). You get the better of the two prices in calculating your revenue guarantee.

After harvest, you multiply your actual yield times the RMA Harvest Price to find your Actual Revenue. If Actual Revenue is lower than Revenue Guarantee due to an insured cause of loss, you could receive a loss payment.

## Decisions, Decisions...

**Revenue Coverage with Harvest Price Exclusion** works the same as Revenue Coverage, except your Revenue Guarantee is only calculated once using Projected Price. Harvest Price is only used to calculate your Actual Revenue.

Under Combo, Catastrophic Coverage (fixed at 50% coverage, 55% RMA price, costs $300, AKA CAT) is only available using Yield Coverage. All other policies are priced per acre. The closest available to CAT for revenue is Harvest Price Exclusion at 50% coverage, 100% price.

## Notes

Ask an insurance agent about aggregating your insurance units into Enterprise Units. In return for the higher risk on your part, you would receive up to 80% premium discount. This way you could buy higher levels of coverage for the same price as lower coverage with optional units.