

Crop Insurance

FARMER SUCCESS STORY



Crop Insurance and Dairy LGM Reduce Risks

Somerset County, NJ - With fluctuating milk prices and a dependence on field crops to feed animals, dairy farming is a risky operation. Robert Puskas from central New Jersey, minimizes these risks with crop insurance. By utilizing insurance for his field crops as well as purchasing Dairy LGM, Robert is able to match an insurance plan with his business needs.

Robert Puskas, a dairy farmer from Somerset County, New Jersey, oversees his family's 4th generation dairy farm. His dairy operation is currently milking 45 head of cattle and grows hay, wheat, corn and soybeans on his numerous acres in central New Jersey.

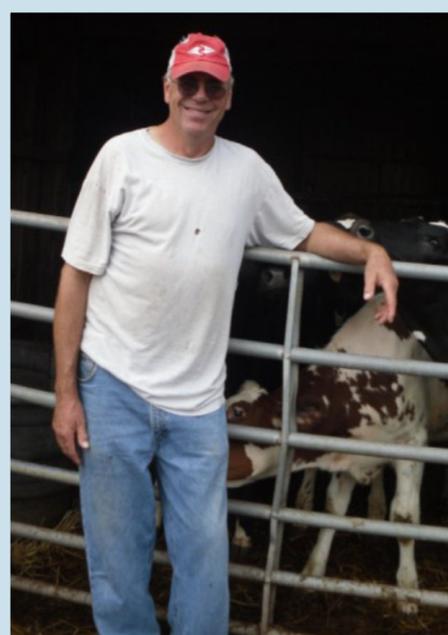
Since a large part of Robert's business revolves around feeding his animals the field crops grown on his operation, a crop failure could be catastrophic to his revenue. Robert uses crop insurance to cover his corn and ensures he has a feed supply for his dairy cows. Robert stated, "With crop insurance I have the peace of mind knowing I will either have a crop or receive a payment to purchase feed for my animals."

In addition to covering the feed for his animals, Mr. Puskas also utilizes Dairy LGM insurance to minimize his risk due to fluctuating milk prices. Robert purchased Dairy LGM in March 2011 for an 11 month period for his operation. He chose a \$1.00 dollar deductible and covered 75% of the milk for his operation. By choosing this deductible and coverage level, he was comfortable farming in a volatile market.

Last years unpredictable weather made growing and harvesting crops for New Jersey farmers anything but easy.

In 2011, August alone brought 17 inches of rain to central New Jersey, and even more in some parts. Mr. Puskas was glad that he had the prevented planting option for his wheat because the summer rain made the ground extremely wet and he was unable to get on his ground in time to plant his wheat.

Along with his concerns regarding planting his wheat in a timely fashion, Robert was wary that he might have to file a claim for his corn and soybeans due to a damaging hurricane and Augusts' excessive precipitation.



Robert Puskas - dairy farmer from central New Jersey

"Crop insurance is like car insurance," Mr. Puskas states, "you hope you never have to use it, but you're glad you have coverage when you need it!"

For additional information or a list of NJ crop insurance agents, contact the Garden State Crop Insurance Education Team at **1-800-308-2449** or visit us online at <http://salem.rutgers.edu/cropinsurance>

Rutgers Cooperative Extension and the New Jersey Department of Agriculture has partnered with USDA Risk Management Agency (RMA) to provide crop insurance education to New Jersey farmers. For more information or a list of New Jersey crop insurance agents, please visit the Garden State Crop Insurance Education Initiative website at <http://salem.rutgers.edu/cropinsurance> or call **1-800-308-2449**.

