United States
Department of
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Federal Crop
Insurance
Corporation

Risk
Management
Agency

Product Administration
and Standards Division

FCIC-24090 (02-2018)

NURSERY CROP INSURANCE STANDARDS HANDBOOK

2019 and Succeeding Crop Years

RISK MANAGEMENT AGENCY
KANSAS CITY, MO 64133

TITLE: NURSERY CROP INSURANCE STANDARDS HANDBOOK	**NUMBER: FCIC-24090**
EFFECTIVE DATE: 2019 and Succeeding Crop Years	**ISSUE DATE: February 20, 2018**
SUBJECT: **Provides underwriting procedures and instructions for administering the Nursery crop insurance program**	**OPI: Product Administration & Standards Division** **APPROVED:** ***/s/ Richard Flournoy*** **Deputy Administrator for Product Management**

REASONS FOR ISSUANCE

The Nursery Insurance Standards Handbook is being issued and effective for the nursery insurance program available beginning with the 2019 crop year.

1. **Title page:** Changed the title of the handbook from "Nursery Crop Insurance Underwriting Guide" to "Nursery Crop Insurance Standards Handbook."

2. **Throughout the handbook:** Replaced "EPL/PPS," "EPL," "PPS," and "Eligible Plant List and Plant Price Schedule (EPL/PPS)" with "EPLPPS."

3. **Throughout the handbook:** Replaced the term "lowest wholesale price" with the term "lowest price."

4. **Throughout the handbook:** Made changes to correct punctuation and formatting.

5. **Paragraph 3B(2):** Added language to require an application or policy change form when a location is added under basic units by non-contiguous land.

6. **Paragraph 3C:** Replaced the phrase "30 days" with the phrase "the 31st day."

7. **Paragraph 3E:** Replaced the phrase "30 days" with the phrase "the 31st day" in two places and replaced "AIP" with "agent." Also added a sentence encouraging crop insurance agents to transmit documents to the AIP within five business days or timeframe established by the AIP.

8. **Paragraph 3F(3):** Removed the phrase "if premium is prorated."

9. **Paragraph 3H:** Added a new subparagraph (5) to align the procedures with section 9 of the Crop Provisions.

10. **Paragraph 11:** Revised to change the percentage from 50 to 40 in one place and from 50 to 60 in one place and added the phrase "of plant sales" in two places.

REASONS FOR ISSUANCE

11. **Paragraph 12(2):** Removed the phrase “from basic unit by share to basic unit by plant type or vice versa” and replaced it with “to unit structure.”

12. **Paragraph 13(A)(1):** Added the phrase “upon request” after the phrase “Is available on CD.”

13. **Paragraphs 13A(2) and (3):** Removed subparagraphs (2)(a) through (f) and (3). This information is included in the definition of “Eligible Plant List and Plant Price Schedule (EPLPPS)” in Exhibit 1.

14. **Paragraph 13B(2):** Replaced the phrase “30 days” with the phrase “the 31st day.”

15. **Paragraph 13B(3):** Replaced the phrase “30 days” with the phrase “the 31st day,” deleted the word “appropriate,” added the phrase “with the application,” and deleted the phrase “on or before the sale closing date.”

16. **Paragraph 13B(4)(a):** Added the phrase “(except printed discount schedules).”

17. **Paragraph 13B(4)(b):** Revised subparagraph (iii) to be consistent with section 6(j) of the Crop Provisions.

18. **Paragraph 13E(1):** Replaced the word “web site” with the word “website.”

19. **Paragraph 14C:** Revised the example to update prices.

20. **Paragraphs 14E(2)(c) and (3)(c):** Revised the example to update the plant name and prices.

21. **Paragraph 14H:** Revised the lead-in paragraph to be consistent with section 8 of the Crop Provisions.

22. **Paragraph 14H(8):** Revised to be consistent with section 8(i) of the Crop Provisions which allows for plants grown and sold with the root system attached to be insurable.

23. **Paragraph 14H(12):** Added language that clarifies that crops that are illegal under Federal Law are prohibited from insurance.

24. **Paragraph 14H(13)(b):** Replaced the phrase “section 6(k)” with the phrase “section 6(j).”

25. **Paragraph 14H(13)(d)(v):** Replaced the word “scientific” with the word “botanical.”

26. **Paragraph 16B(1)(a):** Replaced the phrase “section 6(f)” with the phrase “section 6(c).”

27. **Paragraph 17A:** Added a sentence to address basic units by non-contiguous land.

28. **Paragraph 17C:** Revised language for clarity, redesignated the current language as subparagraph (1) and added a new subparagraph (2) to address basic units by non-contiguous land.

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29. **Paragraph 19C:** Revised the first paragraph to address basic units by non-contiguous land.

30. **Paragraph 20A(1):** Revised to address basic units by non-contiguous land.

31. **Paragraph 20A(2):** Removed the reference to the 2015 and succeeding crop years.

32. **Paragraph 20A(3)(a):** Added the phrase "that represent the values reported on the PIVR the insured submits" at the end of the sentence.

33. **Paragraph 20A(3)(b):** Revised to address basic units by non-contiguous land.

34. **Paragraph 20B(1):** Replaced the phrase "30 days" with the phrase "the 31st day."

35. **Paragraph 20C:** Added a new subparagraph (6) to address basic units by non-contiguous land.

36. **Paragraph 20D(1):** Removed the phrase "to increase the insured inventory value" because that information is already contained in the lead-in paragraph of paragraph 20D.

37. **Paragraph 20D(1)(f)(ii):** Redesignated subparagraph (ii) as subparagraph (iii) and added a new subparagraph (ii) to address basic units by non-contiguous land.

38. **Paragraph 21A(2):** Replaced the phrase "May 31"with the phrase "sales closing date."

39. **Paragraph 21B(2):** Replaced the word "scientific" with the word "botanical."

40. **Paragraph 22B:** Removed the word "percentage" after the word "deductible."

41. **Exhibit 1:** Added the following acronyms: CIH, DSSH, GSH, and LASH.

42. **Exhibit 2:** Revised the definitions of "amount of insurance," "basic unit value," "container grown," "crop year deductible," "fabric grow bags," "field market value A (FMV-A)," "field market value B (FMV-B)," "liners," "loss," "marketable," " nursery," "occurrence deductible," "omitted plant," "over-report factor," "practice," standard nursery containers," "survival factor," and "under-report factor." Deleted definitions of "catalog or price list (Catalog)," "deductible percentage," "Eligible Plant List (EPL)," "FCIC," "lowest wholesale price," and "Plant Price Schedule." Added definitions of "catalog," "Eligible Plant List and Plant Price Schedule (EPLPPS)," "lowest price," and "restock."

43. **Exhibit 3:** Revised item (4) to add the phrase "that represent the values reported on the PIVR the insured submits" at the end of the sentence.

44. **Exhibit 3B:** Updated the chart to reflect current dates.

45. **Exhibit 3B:** Redesignated paragraphs (9) and (10) as paragraphs (10) and (11) and added a new paragraph (9) to address basic units by non-contiguous land.

REASONS FOR ISSUANCE

46. **Exhibit 3D:** Revised paragraph (1) to address basic units by non-contiguous land.

47. **Exhibit 3E:** Revised paragraph (2) to address basic units by non-contiguous land. Revised paragraph (9) to change the percentage from 50 to 40, and to add the phrase "of plant sales."

48. **Exhibit 3 (PIVR Example):** Added a new check box to revise certification statement #2 to address basic units by non-contiguous land, revised item #9 to change 50 percent to 40 percent and to add the phrase "derived from plant sales."

49. **Exhibit 5F(3):** Revised the certification statement to change the percentage from 50 to 40, added the phrase "derived from plant sales" in one place and added the phrase "of plant sales" in one place.

50. **Exhibit 5F (Nursery Underwriting Inspection Report Example):** Changed the percentage from 50 to 40, and added the phrase "of plant sales."

CONTROL CHART

Nursery Crop Insurance Standards Handbook							
	TP Page(s)	TC Page(s)	Text Page(s)	Exhibit Number	Exhibit Pages	Date	Directive Number
Insert	Entire Handbook						
Current Index	1-6	1-2	1-46	1-8	47-72	02-2018	FCIC-24090

FILING INSTRUCTIONS

This handbook replaces FCIC 24090, Nursery Underwriting Guide dated January 21, 2014. This handbook is effective for the 2019 and succeeding crop years and is not retroactive to any 2019 or prior crop year determinations.

(Reserved)

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PART 5 REHABILITATION ENDORSEMENT (SINGLE BASIC UNIT)

EXHIBITS

PART 1 GENERAL INFORMATION AND RESPONSIBILITIES

1 General Information

A. Purpose and Objective

To provide instructions for underwriting nursery crops under policy 19-073 and to assure uniform acceptance of nursery risks meeting the criteria provided in this handbook.

In the course of delivering nursery crop insurance, AIPs may develop forms based on their internal needs. The forms must be developed according to RMA's approved standards contained in this handbook or as specified in the FCIC 24040, Document and Supplemental Standards Handbook, and provide all required information. Standards and examples contained in this handbook do not contain required statements. Refer to the FCIC 24040 to determine the applicable statements to be included on each form. The Collection of Information and Data (Privacy Act) Statement and the Nondiscrimination Statement must be included on any form the insured signs or must be provided to the insured on a separate form, for each form that is signed by the insured. A copy must be maintained by the AIP. The Certification Statement must be included on any form that the insured signs that collects information from the producer.

B. Related Handbooks

The following table identifies handbooks that shall be used in conjunction with this handbook.

Handbook	Relation/Purpose
GSH	Provides general insurance standards and procedures.
CIH	Provides general underwriting procedures.
LASH	Provides instructions for loss adjustment of nursery crops under policy 19-073 and to assure uniform application of loss adjustment procedures.
DSSH	Provides the form standards and procedures for use in the sales and service of crop insurance contracts.

(1) Terms, abbreviations, and definitions general (not crop specific) to loss adjustment are identified in the GSH.

(2) Terms, abbreviations, and definitions specific to Nursery loss adjustment and this handbook are in exhibits 1 and 2, herein.

2 Cancellation

Effective Date: Upon Approval
Replaces: Nursery Crop Insurance Underwriting Guide 24090, issued January 2014.

3 Important Dates

A. Contract Change

January 31, preceding the cancellation date.

B. Sales Closing

(1) May 1, preceding the crop year (crop year begins June 1 and ends May 31).

(2) New policy applications may be filed at any time. However, all applications, including those for new or amended coverage, are subject to a 30-day waiting period before commencement of coverage as specified in sections 3(d) and 9(a) of the Nursery CP. Carryover insureds may request changes to the coverage level for a basic unit on or before the SCD. An application or policy change form (issued by the AIP) is required for adding a plant type, adding a location (when basic unit by non-contiguous land is elected on the field grown practice) or making a coverage level change. The insurance application/policy change form and the PIVR are separate forms and will be treated as such in contract administration. The PIVR is not an application and cannot be used to apply for coverage.

C. PIVR and Nursery Catalog or Price List (Catalog) Submission Deadlines

(1) New insureds: With the application
(2) Carryover insureds: On or before the SCD

If the acceptable PIVR or applicable catalog is not provided by the SCD for any crop year, insurance will not attach until the 31st day after all acceptable documents are received by the AIP.

D. NGPE Upgraded Plant Report Submission Deadlines

(1) New insureds: With the application
(2) Carryover insureds: On or before the SCD

E. Insurance Attachment

(1) New insureds: The later of the 31st day after the application is received by the AIP or June 1

(2) Carryover insureds: June 1

If the insured fails to provide an acceptable PIVR or applicable catalog on or before the SCD for any crop year, insurance will not attach until the 31st day after all such documents have been received by the crop insurance agent. The crop insurance agent is encouraged to transmit the documents to the AIP within five business days or a timeframe established by the AIP.

E. Insurance Attachment (continued)

The 30-day waiting period does not include the date the required documentation is received or the date insurance attaches. For example, an application and all required documentation are received on May 10th. Insurance would not attach until the 31st day after the required documentation is received; therefore, insurance does not attach until June 10th.

Documentation Received May 10	[-----------30 Day Waiting Period ---------------]	Insurance Attaches June 10

F. Premium Billing

(1) March 1 of the crop year.

(2) The insured is responsible for premium based on:

(a) The PIVR—may be prorated the first year and will be prorated if insurance attaches after June 1.

(b) A revised PIVR—will be prorated from the starting month to end of crop year.

(c) A Peak Inventory Value Report—will be prorated from starting to ending month.

*** In accordance with section 7(c) of the Nursery CP, premium will be charged for the entire month for any calendar month during which any amount of coverage is provided under the Nursery CP or the Peak Inventory Endorsement. Premium for less than a year is prorated using the monthly proration factors contained in the actuarial documents. If a producer applies for insurance on or after March 1 for the current crop year or submits a PIVR or catalog on or after that date (including a revised PIVR), premium will be due at the time of application. Premium will also be prorated when PIVRs or catalogs are submitted with applications after the SCD.

(d) The election of the Rehabilitation Endorsement.

The insured is responsible for an administrative fee for each practice insured.

G. Cancellation and Termination

(1) May 31 preceding the crop year.

(2) To be effective for the crop year, insureds must request to transfer the policy to a different AIP prior to the cancellation date, in accordance with procedures contained in the FCIC 18010 Crop Insurance Handbook. Any policy transferred after the SCD and prior to the cancellation date must have the same coverage levels, plant types, etc., that were effective on the SCD.

H. End of Insurance Period

Insurance ends at the earliest of:

(1) May 31 of the crop year;

(2) The date of final adjustment of a loss when the total indemnities due equal the amount of insurance;

(3) Removal of bare root nursery plant material from the field;

(4) Removal of all other insured plant material from the nursery; or

(5) Abandonment of the crop on the basic unit.

4-10 (Reserved)

PART 2 NURSERY CROP PROVISIONS

11 Availability

Nursery crop insurance protection is available to all persons operating a wholesale nursery that produces and markets nursery plants grown in standard nursery containers or the field in accordance with the BP, SP, CAT Endorsement, and Nursery CP.

A producer may insure any or all practices. Each practice is considered a different crop for insurance purposes and can have different coverage—CAT or additional level of coverage. All plants and plant types within the practice must be insured. An administrative fee will be charged for each practice insured.

A wholesale nursery is a business enterprise that grows and markets nursery plants at wholesale prices. Forty percent or more of the nursery's gross income of plant sales (on a county basis) must be derived from wholesale marketing of plants to be considered a wholesale nursery. A nursery that receives more than 60 percent of its gross income of plant sales from retail plant sales is not eligible for coverage under the Nursery CP for the applicable county. Whether a nursery holds a wholesale license is not a determining factor in establishing if it qualifies as a wholesale nursery under the Nursery CP. The requirements of growing the plants and the percentage of nursery plants sold at wholesale prices are the only bases for this determination.

The percentage of nursery plants sold at wholesale prices is determined by dividing the dollar amount of wholesale plant sales by the total dollar amount of combined retail and wholesale plant sales. Income from other operations including landscaping, chemical sales, other nursery-related products, production of other crops or livestock or any other business enterprise not related to the nursery inventory are not to be included in this calculation.

All applicants must be eligible for crop insurance benefits and not be listed on the Ineligible Tracking System. Any producer who is ineligible because of debt may subsequently become eligible by paying the debt. Such producers may then apply for nursery crop insurance for the remainder of the crop year if the application is received more than 30 days before the end of the crop year. Refer to section 2(f) of the BP and 7 CFR Part 400 subpart U for provisions and regulations regarding insurance eligibility.

12 Coverage Levels

To be effective for the current crop year, changes to coverage level elections are limited as follows:

(1) For New Policies: Changes may not be made after the date of the application.

(2) For Carryover Policies: Coverage level changes or changes to unit structure may not be made after the SCD for the 2019 and subsequent crop years. The AIP has the right to reject a requested coverage level change if a loss occurs within 30 days of the date the request is made. If the coverage level change is rejected, the coverage level that was in place previously will remain in effect for the current crop year.

(3) For CAT Level of Coverage Policies: The price percentage is 55 percent of the price election, and the coverage level is 50 percent. If the insured selects the CAT level of coverage for one practice, all plant types under the practice are insured at the CAT level of coverage.

(4) For Additional Level of Coverage Policies: The price percentage is limited to 100 percent of the price election, and only one coverage level election may be selected for each basic unit.

13 Basis of Coverage

A. EPLPPS

(1) Is available on CD, upon request, and on the RMA website at http://www.rma.usda.gov/tools/eplpps/; and

*** (2) Is used to establish insurability, liability, and indemnities.

B. Catalogs

The Nursery CP requires insureds to provide two copies of their most recent catalog each crop year as a condition of insurance.

(1) The catalog may be provided by CD or other electronic means, without an accompanying hard copy, if the electronic copy is in a PDF format and is suitable for printing. If the catalog is not submitted electronically, two hard copies must be submitted.

(2) If the carryover insured does not provide the required acceptable catalogs by May 1 prior to the start of the crop year, insurance will not attach until the 31st day after all such acceptable documents have been received by the AIP.

(3) New insureds must submit two copies of their most recent catalog(s) to the AIP with
*** their applications. If the new insureds fail to provide a PIVR or an acceptable catalog (i.e., does not meet the criteria in (4) below) with the application for any crop year, insurance will not attach until the 31st day after all such documents have been received by the crop insurance agent.

(4) To be acceptable, all catalogs must:

(a) be type-written, legible, and the same catalog provided to customers (except printed discount schedules) and used in the sale of the plants (e.g., in order to "be used in the sale of the plants," there must be sales records during the timeframe for which the catalog is effective, except sales records are not required for new producers); and

B. Catalogs (continued)

(b) contain all of the following information:

(i) Issue date (season or month and year) on the cover page (may be handwritten).

(ii) Name, address, and phone number of the nursery.

(iii) Each plant's name (botanical or common), plant or container size, and wholesale price.

(5) The AIP shall review the catalogs.

(a) The AIP shall reject those that do not meet the policy criteria, and notify the insured or applicant in writing of the reason for rejection by providing a copy of the completed and signed Nursery Catalog Checklist (see exhibit 8) explaining the deficiencies and reason for catalog rejection.

(b) A CIVR created with the use of the Nursery Insurance Software cannot be used as a substitute for the catalog.

(6) AIPs shall submit one copy of the acceptable catalog, along with a completed and signed Nursery Catalog Checklist (see exhibit 8) to the RMA RO on a timely basis.

(a) The AIP must ensure the date the catalog is received is documented.

(b) The Checklist must contain the crop year, state, county, policy number, nursery name on catalog (if different than the insured's name), agent's name and servicing company and be attached to the catalog.

(c) The AIP's copy of the catalog will be maintained in the official file of the insured.

(d) If a pattern, practice, or trend of unacceptable catalogs submitted by the AIP is identified, the RMA RO will notify the AIP and refer to the appropriate RMA Risk Compliance Office.

(e) Catalogs submitted by more than one insured entity that appear to be substantially the same except for the front cover must be referred to the appropriate RMA Compliance Office for investigation.

(7) The RMA RO shall also obtain catalogs from representative non-insured nurseries, and shall submit all catalogs received and collected to the party responsible for maintaining the EPLPPS.

B. Catalogs (continued)

(8) Plant prices determined from the catalog, or EPLPPS remain in effect for that crop year only and must be re-determined for the following crop year, using the most recent catalog for which there are sales (except sales records are not required for new producers) and EPLPPS in effect for that crop year. If the nursery publishes more than one edition of its catalog offering different plants (e.g., a fall catalog and a spring catalog), two copies of the most recent edition for each season must be submitted for each crop year at the time the initial PIVR is submitted. The catalog submitted with the original PIVR will be used for purposes of a revised PIVR or Peak Inventory Endorsement.

(9) If both a spring and fall catalog are submitted by an insured, the prices for plants will be selected from the appropriate catalog. For example, the producer applies for a nursery policy in April and has catalogs published in March of the current year and September of the prior year. The March catalog shall be the first reference for the inventory of plants. If certain plants are not contained in the March catalog, the producer may reference the September catalog.

C. Inventory Values will be determined as follows:

*** (1) The insured must use the lower of the EPLPPS price or the lowest price to establish inventory values, except when an insured has elected the NGPE where available. The "lower of" price rule is also applicable to coverage bound as a result of any Peak Inventory Value Report and any revision to the PIVR. Losses will be adjusted on the basis of the "lower of" prices without regard to the prices used by the insured to prepare the PIVR.

(2) A plant that is priced on the EPLPPS under both the high/wide and caliper
*** measurement methods will be valued for pricing purposes using the lowest price for the plant. However, such price may not exceed the maximum price for the plant contained on the EPLPPS.

*** (3) The "lowest price" is the lowest unit price at which a plant is listed in the catalog (see items (a) and (c) below for additional information).

(a) Methods used in discounting prices may be based on dollar amount purchased, number of plants purchased, or other methods of price discounting. The method used by the insured to discount prices will be used in the determination of the
*** lowest price. The discounts available must be shown on the catalog or on a printed discount schedule. General discounts (e.g., dollar amount purchased, local pick-up) apply to all plant prices in the catalog. It is not considered a discount if prices are lowered to sell lower quality plants or if prices are lowered for end-of-season sales to reduce inventory; however, at least 50 percent of each
*** plant listed on the CIVR must be sold at or above the lowest price for that plant.

C. Inventory Values will be determined as follows: (continued)

(b) Plants listed at the genus level on a catalog must be compared to the correct taxonomic level of the plant in the EPLPPS in order to determine the most accurate values for the PIVR.

*** (c) If there is a discount used in pricing nursery plants, the lowest unit price at which a plant is listed in the catalog will be used to establish the lowest price. For example, a plant is listed in the catalog in the following manner using discounts:

(i) 500 plants @ 1.00 dollar each
(ii) 1,000 plants @ 75 cents each
(iii) 5,000 plants @ 45 cents each

The price of 45 cents will be used, as this is the lowest unit price to establish the lowest price. ***

(4) If the NGPE is elected, the insured may establish inventory values based on upgraded plant prices higher than the EPLPPS prices but less than or equal to the insured's catalog prices. However, insureds who elect the NGPE must have verifiable wholesale sales records and meet all eligibility requirements contained in section 2 of the NGPE.

D. All Plant Cultivars of a Genus, Genus/Species, Genus/Hybrid, or Genus/Species/Subspecies or Variety may not be listed in the EPLPPS.

In these cases, the insurable price of each **unlisted cultivar** is determined by comparing the catalog price to the EPLPPS price for the appropriate genus, genus/species, genus/hybrid, or genus/species/subspecies or variety to determine the "lower of" price. See the example below.

Example: The EPLPPS shows a price of $4.76 for boxwoods (genus *Buxus*) **at the genus level** in a one-gallon container and a price of $2.31 for Japanese Littleleaf Boxwood (*Buxus microphylla* var. *Japonica*) at the **genus/species/variety level** in a one-gallon container. The insured lists in his catalog the one-gallon price for *Buxus* Cultivar X (genus/cultivar) as $5.00 and a one-gallon price for *Buxus microphylla* var. *japonica* Cultivar Y' (genus/species/variety/cultivar) as $2.25. Enter the two **unlisted cultivars** of boxwoods on separate lines. The inventory software will apply the "lower of" rule for both unlisted plants and will select the $4.76 EPLPPS genus level price for *Buxus* Cultivar X' and the $2.25 catalog price for *Buxus microphylla* var. *japonica* Cultivar Y'.

D. All Plant Cultivars of a Genus, Genus/Species, Genus/Hybrid, or Genus/Species/Subspecies or Variety may not be listed in the EPLPPS. (continued)

If the insured uses a common name for a plant that is different from the valid common name used for the same plant in the EPLPPS, the plant is still insurable. The loss adjuster shall attach a special report to the insured's claim, listing the common plant names used in the insured's catalog and the corresponding valid botanical and common names (if common names are available) listed on the EPLPPS for the same plants. If these names are available at the time of insurance attachment, a report may be placed in the insured's file.

E. To be Insurable in a County, plants must meet the Hardiness Zone Designation Requirements

AIPs should assist insureds in determining the hardiness zone for their growing locations in each county using the USDA's interactive PHZM web site. When using the Nursery Inventory Software, follow these steps to determine the applicable hardiness zone:

(1) Go to: http://planthardiness.ars.usda.gov/PHZMWeb/InteractiveMap.aspx, or successor website.

(2) Enter the zip code of the insured's growing location and click "Locate."

(3) To find the precise location of the insured's growing location, use the Zoom Level function on the left-hand side of the screen in conjunction with one or more of the following functions:

(a) Zone Color Transparency function at the top of the screen; and

(b) "Choose Basemap" function at the top of the screen. If you change the Basemap from Road Map to Satellite Image or vice versa, you will not notice a difference if the Zone Color Transparency function is at 0 percent. You must change the Zone Color Transparency percentage in order to see a difference between the Road view and the Satellite Image.

(4) Once the insured has located the growing location, he/she clicks on the map in any portion of the growing location.

(5) A pop-up box will appear that will include information related to the spot on the map where the insured clicked. Transfer the hardiness zone information to the hardiness zone box in the Inventory Software.

If the insured's growing location(s) overlap(s) multiple hardiness zones within each county, the insured uses the warmest hardiness zone (e.g., if one growing location is in hardiness zones 9A and 9B, the grower uses hardiness zone 9B, since it is the warmer of the two hardiness zones).

E. To be Insurable in a County, plants must meet the Hardiness Zone Designation Requirements (continued)

If a change in the hardiness zone designation of the insured's nursery location results in a plant that was previously insurable becoming uninsurable, a request for review of the plants cold tolerance may be submitted to the RMA Regional Office. If appropriate, the cold protection requirements for the plant will be revised for the next crop year.

14. Insurable Plants

A. Nursery Plants

Plants identified on the EPLPPS meeting the requirements of the BP, Nursery CP, SP, and the EPLPPS.

B. Eligible Plants Grown under Irrigation

The SP may allow for a non-irrigated practice for field grown plants. The SP may also allow for a non-irrigated practice for field grown plants the second and subsequent years after the plants are set out.

(1) Unless otherwise allowed in the SP, nurseries are required to be irrigated on an as-needed basis.

- (a) Container plants require an ongoing application of water.
- (b) Field grown plants may require a more or less frequent application of water.

(2) There are various methods of irrigating.

- (a) For the purposes of insurance there must be an adequate supply of water and adequate equipment to deliver the water to the plants.

- (b) The source of water may be a well, lake, river, or it may be delivered with tanker truck. The method of application also may vary; for example, sprinklers or trickle irrigation. (See paragraph 16, Conditions of Acceptance, for additional instructions for making irrigation determinations.)

B. Eligible Plants Grown under Irrigation (continued)

(c) It must be determined at the time of inspection that there is an adequate source of water and that the method and frequency of application is effective in maintaining the proper amount of moisture for the plants. Weather conditions and plant type also affect the required frequency and amount of water application. In the event a water source fails or there is a failure or loss of irrigation equipment due to uninsured causes, an uninsured cause of loss appraisal will be performed. Examples would include failure of a well, public water shortage, breakdown of equipment, or inability to use tankers to transport water provided these were the result of uninsured causes of loss. Coverage will be provided only if there is a failure of the irrigation water supply due to a cause of loss specified in section 10 of the Nursery CP.

C. Plants meeting the following Size Requirements and Guidelines

Plant size requirements and guidelines are given in accordance with the standards contained in the American Standard for Nursery Stock (ANSI Z60.1).

(1) Field grown plant sizes are listed on the Base Price Tables of the EPLPPS.

(a) Plants smaller than the smallest listed sizes are not insurable. Do not round up.

(b) Plants with a size between the listed sizes are rounded down to the nearest size to determine the price.

(c) Plants larger than the largest size listed on the EPLPPS are insurable, but the price is limited to the lower of the:

(i) EPLPPS price for the largest plant size listed; or
*** (ii) lowest price for the affected plant sizes.

(2) The plant height determined under the high/wide measurement method will not include the height of the root ball for balled-and-burlapped plants. The high/wide measurement method uses the height of the tree from the in-ground soil line or the width of the crown (branches and foliage). For purposes of providing correct pricing for the EPLPPS, tree prices should be provided by caliper or overall tree height. When pricing is provided by trunk height, additional size data such as caliper or overall tree height is required.

(3) Insurable plants in over-sized containers will be valued for purposes of reporting inventory as if the plants were in appropriately-sized containers in accordance with the standards contained in the American Standard For Nursery Stock (ANSI Z60.1). Trays with individual cells less than 5/8 inch in diameter at the widest point of the container interior are not insurable. See the EPLPPS and exhibit 6 footnote in this handbook for additional information and requirements. Container or liner sizes smaller than the smallest size listed for plants on the EPLPPS are not insurable. Do not round up to meet the minimum size requirement for plants.

C. Plants meeting the following Size Requirements and Guidelines (continued)

(4) If at any time while determining inventory or loss it is determined that the size of a plant is not listed in the catalog, but the genus, species, subspecies, variety or cultivar is listed in the catalog, the wholesale price for the missing plant size will be determined using the lower of price determined from the calculation listed below or the price in the EPLPPS, unless the plant is endorsed under the NGPE). If the plant is endorsed under the NGPE and the calculated wholesale price for the missing plant size determined in (a) or (b) below is greater than the EPLPPS price, then the price used for insurance purposes is the calculated wholesale price, not the EPLPPS price.

(a) When only one plant size listed in the catalog is nearest to the size of the missing plant, calculate the factor using the calculation below:

(i) Divide the price from the catalog or the upgraded price, if the NGPE is elected, for the plant at the nearest size to the size of the missing plant by the price in the EPLPPS for the same-sized plant as shown in the catalog to determine a proration factor (rounded to three decimal places); and

(ii) Multiply the EPLPPS price that corresponds to the size of the missing plant by the proration factor.

Example: The insured's catalog has an *Agastache* 'Firebird' listed in a 3-gallon container. At the time of loss, the *Agastache* 'Firebird' is growing in a 2-gallon container. The insured's catalog price for a 3-gallon *Agastache* 'Firebird' is $12.00; however, a price for a 2-gallon size is not listed. The EPLPPS 3-gallon *Agastache* 'Firebird' price is $15.00 and the EPLPPS 2-gallon *Agastache* 'Firebird' price is $9.00. The wholesale price will be $7.20 ($12 catalog price/$15 EPLPPS price = .80 proration factor X $9.00 EPLPPS price).

(b) When there are two plant sizes listed in the catalog equally distant to the size of the missing plant, calculate the factor using the calculation listed below:

(i) Add the two equally distant prices from the catalog or add the two upgraded plant prices, if the NGPE is elected;

(ii) Add the two equally distant prices from the EPLPPS;

(iii) Divide the sum of the two prices, or two upgraded plant prices, from the catalog for the plant at the nearest sizes to the size of the missing plant by the sum of the two prices in the EPLPPS for the same-sized plant to determine a proration factor (rounded to three decimal places); and

(iv) Multiply the EPLPPS price that corresponds to the size of the missing plant by the proration factor.

C. Plants meeting the following Size Requirements and Guidelines (continued)

Example: The insured's catalog has an *Agastache* 'Firebird' listed in a 1-gallon and in a 3-gallon container. At the time of loss, the *Agastache* 'Firebird' is growing in a 2-gallon container. The insured's catalog lists a price for a 1-gallon *Agastache* 'Firebird' at $6.00 and a price for a 3-gallon *Agastache* 'Firebird' at $12.00. A price for a 2-gallon *Agastache* 'Firebird' is not listed. The EPLPPS 1-gallon *Agastache* 'Firebird' is $6.03, the EPLPPS 2-gallon *Agastache* 'Firebird' price is $9.63, and the 3-gallon *Agastache* 'Firebird' price is $13.34. The wholesale price for the missing plant size will be $8.95 (($6.00 + $12.00) = $18.00 catalog price / ($6.03 + $13.34) = $19.37 EPLPPS price =.929 proration factor X $9.63 EPLPPS price).

(c) When calculating the price for a missing:

(i) liner size: Only compare the missing size to other liner sizes. For example, 1) if the missing liner size is 72-200 cells/tray, the nearest size is 37-71 cells/tray ("equally-distant" does not apply); 2) if the missing liner size is 37-71 cells/tray, the two equally-distant sizes are 72-200 cells/tray and <3" – 36 cells/tray; and 3) if the missing liner size is <3" – 36 cells/tray, the nearest size is 37-71 cells/tray ("equally distant" does not apply).

(ii) pot size: Calculate the price based on (a) above, as there will not be two equally-distant prices as stated in (b). The nearest size to the missing Pot size is the next larger size listed in the catalog.

(5) Container sizes are determined on an actual volume basis for purposes of determining the price of the plant as provided on the EPLPPS. See the SP and the table found in exhibit 7.

(6) A plant may be priced by a nursery by height (high/wide) whereas the EPLPPS may only list caliper as the method of measurement and pricing. The reverse may also occur. In these instances, a 'comparable size' determination must be made before the 'lower of' price rule can be applied.

Example: A nursery reports that there are 100 ten-foot-high Acey Broom trees in the inventory. The EPLPPS shows the Acey Brooms priced by container size or by caliper, but not by high/wide. A determination is made that they are 2 inches in caliper. With this information the catalog price may be compared to the EPLPPS caliper price to determine the 'lower of' price.

See section 8 of the Nursery CP for additional information regarding insurable plants.

D. Organically Grown Plants

Certified organic or transitional organic plants are only insurable under the applicable practice(s) contained in the actuarial documents and must be reported on separate PIVRs.

E. Insurable Plants Damaged Prior to the Attachment of Insurance

Plants may be accepted by the AIP for coverage for the current crop year, if inspected by the AIP prior to insurance attaching and a reduced value established. Such plants will not be insured at their full value until they have fully recovered. (See the paragraphs below for more information.)

If not accepted by the AIP, the plants must be removed from the PIVR and noted as such in the remarks section of the PIVR.

If the insured has previously made a claim and the loss adjuster is unable to determine whether a plant was damaged prior to submission of the PIVR for the current crop year, the plant will be insurable at full value based on the lesser of the EPLPPS price or the catalog price. The value of the plant may be reduced at any time during the crop year if the extent of damage is discovered.

(1) The following situations may occur in the event a damaged plant has been accepted for insurance at a reduced value:

(a) Reduced value < catalog price < EPLPPS price;
(b) Catalog price < reduced value < EPLPPS price;
(c) Catalog price < EPLPPS price < reduced value;
(d) Reduced value < EPLPPS price < catalog price;
(e) EPLPPS price < catalog price < reduced value; and
(f) EPLPPS price < reduced value < catalog price.

(2) If the damaged plant falls under (1)(a), (b), (c), or (d) above, the following steps should be followed when completing a CIVR in the Nursery Inventory Software:

(a) Enter the reduced value as the catalog price,

(b) Make a note in the remarks section of the CIVR that the reduced value has been assigned to the catalog price for that plant for the purpose of completing the CIVR,

(c) List in the remarks section the actual value of the reduced value and catalog price.

E. Insurable Plants Damaged Prior to the Attachment of Insurance (continued)

Example: The insured has a five-foot tall Douglas Fir that was damaged the previous crop year. It is determined the reduced value is $70.00. The catalog price for the current crop year is $85.00 and the EPLPPS price is $81.12. The insured enters the catalog price for the Douglas Fir as $70.00 and makes a note in the remark section that states the catalog price is $85.00, but the tree was damaged in the previous crop year and the reduced value was determined to be $70.00.

(3) If the damaged plant falls under (1)(e) or (f) above, the following steps should be followed when completing a CIVR in the Nursery Inventory Software:

(a) Enter the reduced value as the catalog price,

(b) Make a note in the remarks section of the CIVR that the catalog price for that specific plant is equal to the reduced value for the purposes of completing the CIVR, and

(c) List in the remarks section the actual values of the reduced value and catalog price. Additionally, the applicable plant type total and practice total must be manually adjusted to reflect the true reduced value.

Example: The insured has a five-foot tall Douglas Fir that was damaged the previous crop year. It is determined the reduced value is $85.00. The catalog price for the current crop year is $90.00 and the EPLPPS price is $81.12. The insured enters the catalog price for the Douglas Fir as $85.00 and makes a note in the remark section that states the catalog price is $90.00, but the tree was damaged in the previous crop year and the reduced value was determined to be $85.00. Since the EPLPPS price is lower than the catalog price and the reduced value, the CIVR will assign the EPLPPS as the price at which the Douglas Fir is insurable. The insured must manually adjust the applicable plant type total and practice total to reflect the reduced value.

F. Container Grown Plants

Plants must meet the over-winterization cold protection requirements contained in the EPLPPS to be insurable for losses caused by cold weather.

G. Plants Grown Under Written Agreement

Plants may be established as insurable under a written agreement prepared by RMA (not applicable to CAT). See paragraph 21, Written Agreements for Unlisted Plants, for additional instructions.

H. Plants and Plant Types in Each Practice

*** The insured crop will be all nursery plants in each plant type and in each practice the insured elects to insure, in which the insured has a share, and that:

(1) are shown on the EPLPPS and meet all the requirements for insurability;

(2) are determined by the AIP to be acceptable;

(3) are grown in a county for which a premium rate is provided in the actuarial documents;

(4) are grown in a nursery inspected by us and determined to be acceptable;

(5) are irrigated unless otherwise provided by the SP;

(6) are grown in accordance with the production practices for which premium rates have been established;

(7) are grown in an appropriate medium;

(8) are grown and sold with the root system attached;

(9) are not stock plants or plants being grown solely for harvest of buds, flowers, or greenery;

(10) may produce edible fruits or nuts, provided the plants are made available for sale (harvest of the edible fruit or nuts does not affect insurability);

(11) are not grown in containers with two or more different genera, species, subspecies, varieties or cultivars of plants. The EPLPPS does not provide a price for such containerized plants (dish gardens); therefore, they are not insurable as grown;

(12) are not prohibited plants. Any plant classified by a state or county as illegal to grow or sell in the county in which the nursery is located is uninsurable, even if listed in the EPLPPS or otherwise qualifying as insurable. For example, growing or selling plants classified as invasive species is illegal in many states and counties. No indemnity will be paid on any such plant. Further, insurance shall not attach or be provided for any plant considered a controlled substance under the provisions of the Food Security Act of 1985 (Pub. L. 99-198) and the regulations promulgated under the Act by USDA.

(13) are not omitted plants/plant prices. The value of such plants, as determined using the EPLPPS, will be used in determining FMV-B for all losses for the crop year.

(a) Any plant, meeting all insurability requirements, grown in a nursery will be uninsurable for the crop year if the plant is:

(i) not listed (by either the complete botanical or common name) in the catalog; or,

H. Plants and Plant Types in Each Practice (continued)

(ii) listed in the catalog but there is not a corresponding price.

(b) If the catalog is not updated on an annual basis, the insured must submit a supplement to the catalog on or before the SCD. The supplement must be in accordance with section 6(i) of the Nursery CP.

(c) If the insured can prove through purchase receipts that plants that were not listed in the catalog provided for the crop year were acquired after submitting an initial PIVR, the insured must submit a revised catalog and a revised PIVR, if applicable.

(d) If the insured has plants in his/her nursery that are not yet available for sale and they are not included in the catalog, the insured must submit a supplement to the catalog and a revised PIVR, if applicable. At a minimum, the supplement must:

(i) be typewritten and legible;

(ii) show an issue date or effective date on the cover page (may be handwritten);

(iii) contain the name, address, and phone number of the nursery;

(iv) be intended for use in the sale of the insured's plants once they are available for sale;

(v) list each plant's name (botanical or common), plant size, and wholesale price.

(e) The plants for which the revised catalog or supplement is submitted will not be insurable until 30 days after the revised catalog or supplement is received by the AIP. The revised catalog or supplement will only be used for the purpose of pricing 1) new plants introduced into the nursery after the original submission of the catalog and 2) plants not yet available for sale and not listed in the original submission of the catalog. No other plant prices in the revised catalog or supplement will be accepted.

I. Established Nursery Plants

Nursery plants are not considered insurable until they become established, even if they are otherwise insurable. A plant will be determined to be established when it has a viable root and foliage system capable of supporting its growth without any input from the food reserves of seed, cuttings, mother plants (or source clone), etc.

I. Established Nursery Plants (continued)

Plants that are propagated from a mother plant (or source clone) will be considered established only after they have been detached from the mother plant (or source clone). Grafted or budded plants will not be considered to have a viable foliage system until the plant has broken dormancy and produced foliage subsequent to grafting or budding.

15 Cause of Loss Limitations

Plant Disease and Insect Damage are not covered unless the disease or insect infestation occurs and no effective control measure exists, or unless otherwise specified on the SP.

If a pesticide does not exist for control of disease or insects, loss from disease or insects that are not controllable will be covered. Horticulturists, extension agents, or agronomists may be used as experts in determining appropriate control measures.

Insurable plants grown without the appropriate over-winterization cold protection are covered for all named perils except cold temperatures.

See section 10 of the Nursery CP for additional limitations.

16 Conditions of Acceptance

A. Inspection Report

(1) Must be completed prior to the acceptance of any application for insurance of a nursery crop, and at certain other times, as noted in subparagraph B. The nursery inspection is conducted by the AIP to determine the acceptability of the nursery operation as an insurance risk.

(2) Is an active record and must be maintained until a new inspection is completed or the policy is no longer valid. The three-year record retention is not applicable to the inspection report if the policy remains in effect. There must be an inspection report in the insured's file while the policy remains in effect.

(3) The AIP's underwriters shall review the inspection reports and determine whether to bind coverage. In case of a negative inspection report, the AIP shall respond by choosing from the options under D-E of this paragraph.

B. Inspection of Nursery Operations

Must occur in the following circumstances (check SP for additional required inspections):

(1) The first year for all insureds and when a policy is transferred from another AIP to determine if the:

B. Inspection of Nursery Operations (continued)

(a) inventory amounts reported are appropriate for CAT policies and the limits are not exceeded as provided under section 6(c) of the Nursery CP;

(b) reported values on the CIVR or PIVR are supported by acceptable supporting documentation and the reported values are supported within tolerance (see paragraph 20C(3) for acceptable supporting documentation requirements);

(c) risk is acceptable; and

(d) insurability requirements are met (refer to section 8 of the Nursery CP for additional information).

(2) There is existing damage. The inspection will be used to establish the value of insured plants damaged during the current crop year that will remain in the insured's inventory and are insurable at a reduced value the following crop year. A previous loss adjustment for the same damaged plants may be used in conjunction with the pre-acceptance inspection.

(3) When the total of all the basic unit values contained on the originally-submitted PIVR or revised PIVR is increased 50 percent or more from the previous total of all the basic unit values reported on the most recently-submitted PIVR (the most recently-submitted PIVR could be one that was submitted during the previous crop year), and the increase is not due to restocking subsequent to an insured loss. This is measured on a practice basis. The inspection must be performed within 30 days of receiving the PIVR or revised PIVR to validate the nursery is capable of handling the increased inventory value reported.

(4) When a new practice is added.

(5) When a new site or location is added to the operation.

(6) When an inspection report is not in the insured's file, a new inspection must be completed.

(7) When an inspection has not been completed in the previous four crop years, a new inspection must be completed. AIPs have until the 2017 crop year to inspect all nurseries that have not had an inspection in the previous four crop years (2013, 2014, 2015, and 2016).

(8) When an inspection is required in accordance with subparagraphs B(1), B(6), and B(7):

B. Inspection of Nursery Operations (continued)

(a) The AIP is responsible for randomly sampling sales records for the lesser of five percent of the number of insured plants listed on the CIVR or 10 insured plants listed on the CIVR in the insured practice. If the insured does not have sales records to meet the minimum sampling requirement, the AIP must review all plants for which the insured has sales records. However, in no instance will the number of plants sampled in each insured practice be less than one. An insured plant is each distinguishing name listed on the CIVR regardless of taxonomical hierarchy. The inspection determines at least 50 percent of plant sold during the timeframe for which the catalog is effective (i.e., the catalog submitted for the 2015 crop year is effective from January 2014 through December 2014; AIP reviews the sales records for plant sales during that timeframe) are at or above the
*** lowest price listed in the catalog. If there are no sales for the plant selected for review, the AIP should select another plant. If there are no sales during the timeframe for which the catalog is effective (except sales records are not required for new producers), then the insured must submit the most recent catalog for which there are sales.

(i) If five percent of the plants is not a whole number, round up to the next whole number.

(ii) For each plant sampled, it is only necessary to review the sales records for one size.

(iii) This inspection requirement is not applicable to plant varieties that have not been previously grown or to new nurseries.

(b) If the AIP is not able to determine that the prices on the sales records correctly represent the prices listed in the catalog, then the AIP must deem the PIVR and catalog unacceptable. The insured must resubmit an acceptable PIVR, acceptable catalog, and a supplement to the catalog if plants are in the nursery that are not listed in the most recent catalog. Insurance will not attach until 30 days after the acceptable documentation is received by the AIP.

(c) If during the sales records review, the AIP finds these records show a discount has been provided to customers but the discount is not listed in the catalog, and

(i) Even though an unlisted discount has been provided, if at least 50 percent of the plants for each plant inspected is sold at or above the reported lowest
*** price, then the catalog is acceptable according to these procedures;

(ii) If the unlisted discount causes at least 50 percent of the plants for any plant
*** inspected to be at a price below the reported lowest price, then the AIP must deem the catalog unacceptable and insurance will not attach until 30 days after an acceptable catalog has been provided with the discount listed.

C. Completion of Inspection

The inspection must be completed timely enough to provide the AIP the opportunity to reject the application, determine the value of all inventory including the value of plants with existing damage that the AIP elects to insure at a reduced value, or cancel the policy, if necessary, before the coverage inception date as specified in section 9 of the Nursery CP.

D. Negative Inspection Report (Requires one or more of the following actions)

(1) Notify the applicant or insured in writing of any noted deficiency, and if the deficiency is not corrected and a loss occurs, there are potential grounds for denying any claim based on the Nursery CP.

(2) Notify the applicant or insured that on the basis of the negative inspection report and/or requirements of the Nursery CP and SP:

(a) Coverage is denied (reject or cancel the policy);

(b) Coverage is accepted on undamaged inventory;

(c) Coverage on damaged inventory can be accepted at a reduced value or rejected;

(d) If the nursery is susceptible to precipitation or flood damage (e.g., pooling of water in low-lying areas), coverage will be denied unless measures are taken to improve drainage or protect the plants from damage (e.g., installation of pumps or elevation of plants to an adequate height off the ground). If required by the SP, the following limitation applies:

If, during any of the three most recent crop years, the insured incurred a paid crop insurance indemnity due to excess moisture or flood that was not associated with a named storm (hurricane, typhoon, or tropical storm named and designated as such by the National Oceanic and Atmospheric Administration’s National Hurricane Center, or its successor), the AIP will not insure against any future losses due to excess moisture or flood not associated with a named storm unless the insured makes improvements to his/her nursery to mitigate future losses from these perils.

At the insured’s request, the AIP will inspect the improvements and, if acceptable, approve the nursery for renewed coverage against these perils.

(3) Review the nursery’s records and supporting documentation to determine if the reported values are supported within tolerance.

(4) Re-inspect the nursery to determine if the causes for denying a claim or coverage have been corrected.

D. Negative Inspection Report (Requires one or more of the following actions) **(continued)**

The required inspection elements and required AIP actions in case of a negative report are:

Inspection	Action (Negative Report)
Eligibility	Deny coverage.
Accuracy of reported values within tolerance	Review nursery's supporting documentation. If still negative, deny coverage.
Accuracy of most recent catalog	Review sales receipts in accordance with paragraph 16B(8). If still negative, reject catalog.
Failure to provide documentation or providing inadequate documentation	Deny coverage on the basic unit.
Adequacy of Facilities: (1) Inadequate Irrigation	When only a portion of the plants are irrigated and non-irrigated coverage is not allowed by the SP, deny coverage. The inspector must determine the requirements, adequacy and availability of irrigation for all plants. Younger field grown plants and most containerized plants require more frequent water application than established field grown plants.
(2) Inadequate Cold Protection	If the over-winterization cold protection is inadequate, the AIP shall notify the nursery in writing that a loss from cold temperatures may be denied on the plants for which there is inadequate over-winterization cold protection or deny all coverage.
(3) Existing damage	Notice of potential grounds for denying a claim or denying or reducing coverage. If plant disease, insect infestation, or other plant damage is evident during the inspection, the AIP shall notify the nursery in writing that plants with existing damage that will recover are insurable only at a reduced value determined by the AIP.

D. Negative Inspection Report (continued)

Inspection	Action (Negative Report)
(4) Improper container/potting medium	Notice of potential grounds for denying a claim or denying coverage.
(5) Weeds	Notice of potential grounds for denying a claim or denying coverage.
(6) High risk of precipitation or flood damage	Notice of potential grounds for denying coverage. Deny coverage against excess moisture or flood damage if corrective action is not taken.

E. As the result of any inspection

(1) In all cases, the AIP may choose to re-inspect. If the deficiency upon which a denial was based is corrected, an applicant may reapply for coverage. A 30-day waiting period will be applied to this subsequent application for new insureds. If the deficiency upon which a denial was based is corrected, coverage for the plants for which the deficiency is corrected will be subject to a 30-day waiting period for carryover insureds.

(2) If plant damage is evident at the time of inspection, the inspector shall document the plants damaged, types/practices, type of damage, number of damaged plants that will recover, time required for plant recovery, reduced value of the recoverable plants, and the number of damaged plants that will not recover (plants that will only partially recover (salvage plants) are only insurable for the remainder of the crop year in which they are damaged; they are uninsurable the following crop year) and the value of such plants needs to be removed from the PIVR.

(3) Some of the plants may be dormant at the time of the inspection and possible plant damage is evident, but the amount of the damage cannot be determined. The inspector shall document the plants with possible damage, types/practices, type of damage, and number of plants. The plant will be insurable at full value based on the lesser of the EPLPPS price or the catalog price. Notify the insured in writing that a re-inspection will be performed after the plants come out of dormancy and the value of damaged plants will be reduced, as appropriate, at the time of re-inspection determined by the AIP.

(4) If damage to a plant has been deferred and amount of damage cannot be determined prior to submission of the PIVR for the current crop year, the plant will be insurable at full value based on the lesser of the EPLPPS price or the catalog price. The value of the plant will be reduced, as appropriate, at any time during the crop year if the extent of the damage is determined.

(5) The AIP may adjust the PIVR to reflect the decreased values as noted in subparagraphs E(2), E(3), and E(4) by plant type after the SCD.

17 Unit Division

A. On a Geographic Basis

Unit division on a geographic basis (i.e., different sections, FSNs, etc.) is not available for either CAT or additional level of coverage. However, basic units by non-contiguous land are available at the additional level of coverage for the field grown practice.

Optional units are not available for either CAT or additional level of coverage.

B. CAT Level of Coverage

Basic units are established for all nurseries in a county for each practice:

(1) in which the insured has a 100 percent interest; or
(2) which is owned by one person and operated by another person on a share basis.

C. Additional Level of Coverage

Basic units are established by share which may be further divided into additional basic units:

(1) For each insurable plant type.

- (a) All insurable plants under each practice in which the insured has a share is a basic unit.

- (b) If basic units by share are not further divided into basic units by plant type, one coverage level must be elected, and this one coverage level will apply to all plant types in the insured practice; or

(2) By non-contiguous land for the field grown practice.

- (a) A basic unit comprises all insurable plants under each insured practice at each non-contiguous location.

- (b) The insured may elect only one coverage level for all basic units by non-contiguous land.

(3) The following are the insurable plant types contained on the EPLPPS:

- (a) Deciduous trees (shade and flower);
- (b) Broad-leaf Evergreen trees;
- (c) Coniferous Evergreen trees;
- (d) Fruit and Nut trees;
- (e) Deciduous Shrubs;
- (f) Broad-Leaf Evergreen Shrubs;
- (g) Coniferous-Evergreen Shrubs;
- (h) Small Fruits;
- (i) Herbaceous Perennials;
- (j) Roses;

C. Additional Level of Coverage (continued)

(k) Ground Cover and Vines;
(l) Annuals;
(m) Foliage;
(n) Palms and Cycads;
(o) Other plant types listed in the SP; and
(p) Liners (container grown only and inclusive of all insurable plant types). Additionally, liners in trays with multiple genera, species, subspecies, varieties, or cultivars are not insurable.

(4) The basic unit will be used to establish:

(a) The amount of insurance;
(b) Crop year and occurrence deductible;
(c) Under-report or over-report factor;
(d) Premium; and
(e) The maximum indemnity payable.

18 Amount of Insurance

Amount of insurance for each basic unit is used to calculate Premium, Crop Year Deductible, Under-Report Factor, Over-Report Factor and Maximum Indemnity Payable for the basic unit and is determined as follows:

A. CAT Level of Coverage Policies

The amount of insurance is the basic unit value multiplied by the coverage level percentage (50 percent) multiplied by 55 percent of the price election multiplied by the insured's share. For liners, the amount of insurance is also multiplied by the survival factor shown on the SP.

B. Additional Level of Coverage Policies

The amount of insurance for each basic unit is the insured's basic unit value multiplied by the coverage level percentage that the insured elects multiplied by the insured's share. For liners, the amount of insurance is also multiplied by the survival factor shown on the SP.

C. To Determine Premium

The amount of insurance for each plant type is multiplied by its specific premium rate, any premium adjustment factor, and monthly proration factor, if applicable, and each of these products will be summed.

19 Penalties for Misreporting

A. Under-Report Factor (penalty for under-insuring)

If the insured fails to report an inventory value by basic unit at least equal to FMV-A, any indemnity due will be reduced in proportion to the amount of under-insurance.

Example: The value of the nursery inventory for the basic unit reported on the PIVR is $100,000. FMV-A was $125,000. The under-report factor is .80 (100,000/125,000). A $40,000 loss occurs (125,000 - 85,000). The insured has reported 80 percent of the inventory and will not receive more than 80 percent of the loss or $32,000. This amount would be used to determine the final indemnity (see examples in section 15 of the Nursery CP).

B. Over-Report Factor (penalty for overstating inventory value)

If the insured reports an inventory value by basic unit that exceeds 110 percent of the inventory value, any indemnity due may be reduced.

To prevent the indemnity from being reduced when inventory values by basic unit have been over-reported, the following must apply: FMV-A plus the insured value of the plants listed on the verified sales records must support, within 10 percent, the basic unit value reported on the PIVR, revised PIVR and Peak Inventory Value Report, as applicable, minus the total of all previous losses as adjusted by any under-report factor or over-report factor. Otherwise, any indemnity for that basic unit will be reduced by an over-report factor.

Example: The value of the nursery inventory for the basic unit reported on the PIVR is $125,000. At the time of loss, FMV-A is determined to be $100,000. The insured is able to provide verified sales records containing an insured value of plants equaling $2,000. The over-report factor is .13 [($125,000 ÷ ($100,000+$2,000)) - 1.10]. The over-report factor will be used in determining the final indemnity.

(1) CAT Level of Coverage Policies.

The total of the reported basic unit value for each applicable practice cannot exceed 110 percent of the higher of:

(a) The greatest amount of plant sales for the practice in any one of the three previous years (one year is considered the calendar year, crop year, etc. depending on how the insured keeps his/her records, e.g., If the nursery uses a calendar year, then the previous 3 calendar years are used. If the nursery uses a fiscal year, the previous 3 fiscal years' are used); or

B. Over-Report Factor (penalty for overstating inventory value) **(continued)**

(b) The actual inventory value for the crop year on the date the PIVR is submitted. If the total basic unit value reported on the PIVR exceeds these limits, the AIP shall not issue a policy for more than the limits. The AIP shall also write a letter to the insured advising him/her that the amount of insurance applied for cannot be issued under the FCIC rules and that the AIP is issuing the policy for the maximum allowable amount. Each over-reported plant type value must be reduced so it meets the aforementioned limits. For example, if a plant type value exceeds the limit by 15 percent, that plant type value will be reduced by 15 percent.

(2) Additional Level of Coverage Policies.

If the insured reports an amount of insurance that exceeds the actual value of the inventory, the insured shall pay for coverage on which no indemnity can be collected and premium dollars will be wasted.

In addition, this will increase the crop year deductible and may cause the occurrence deductible to be applied for each loss in the case of multiple losses and reduce the total amount of indemnity that the insured may otherwise have been paid.

AIPs are encouraged to advise insureds that plants will be priced using the "lower of" method at the time of loss. See paragraph 13B regarding the requirements for submitting catalogs with the PIVR.

C. Unreported Plant Type

As specified in the SP, for each insured practice, the insured must insure and report on the PIVR the value of all insurable plants/plant types in each unit, whether basic units by share, by plant type or by non-contiguous land are elected.

For over-report and under-report situations, any unreported plants/plant types will not be insured. Additionally for under-report situations only, to determine the under-report factor for the reported plant types, the AIP must calculate FMV-A for each unreported plant type and assign the value proportionately to each reported plant type in the same practice.

The plants in each unreported plant type will be listed as undamaged in the Appraisal Worksheet, which can be found in the Nursery Loss Adjustment Standards Handbook or the Nursery Appraisal Software.

If the insured can prove through purchase receipts that new plant types were acquired after submitting the initial PIVR that were not contained in the catalog provided for the crop year, the insured must submit a revised catalog in accordance with section 6(j) of the Nursery CP and a revised PIVR, if applicable. The new plant types will not be insurable until 30 days after such catalog is received by the AIP.

C. Unreported Plant Type (continued)

Example: FMV-A for Reported Plant Type X = $2,000,
FMV-A for Reported Plant Type Y = $4,000,
FMV-A for Unreported Plant Type Z = $8,000.

FMV-A for plant type X is 33 percent ($2,000/$6,000) of total FMV-A for the practice.

FMV-A for plant type Y is 67 percent ($4,000/$6,000) of total FMV-A for the practice.

33 percent of $8,000 is $2640, so FMV-A for plant type X would be adjusted to $4,640 ($2,000 + $2,640).

67 percent of $8,000 is $5,360, so FMV-A for plant type Y would be adjusted to $9,360 ($4,000 + $5,360).

20 Plant Inventory Value Report

A. General Information

(1) A PIVR must be signed and dated by the insured. It is not acceptable to mark report “signature on file” or “report by telephone” or any other remark without the actual signature of the insured. For each insured practice and for each basic unit, if the insured selects basic units by non-contiguous land, a separate PIVR must be submitted for:

(a) New Insureds: At the time of application.

(b) Carryover Insureds: On or before the SCD for the crop year. Coverage will attach for the crop year on June 1 for the 2019 and subsequent crop years, but only if the insured submits the PIVR and catalog(s) for the crop year (see paragraph 13B. A revised PIVR is required to increase the inventory value established under this item and a 30-day waiting period following such revisions will apply.

*** (2) AIPs, and their agents, using a current physical plant inventory, should assist insureds in utilizing the Nursery Inventory Software to generate the CIVR to develop PIVRs. In any case where the Nursery Inventory Software is not used to develop the PIVR, the AIP must review the supporting physical plant inventory and price documentation used by the insured to verify that the PIVR and any revised PIVR are properly supported. The PIVR must be accompanied by the CIVR or physical plant inventory and price documentation.

(3) The PIVR must include the following:

(a) All nursery-growing locations in the county that represent the values reported on the PIVR the insured submits;

A. General Information (continued)

(b) For each applicable practice and basic unit, if the insured elects basic units by non-contiguous land, all plant types grown and plant inventory values;

*** (c) Plant inventory values based on the lower of the lowest price or the prices contained in the EPLPPS, unless the NGPE is elected. Plant inventory values for plants under the NGPE are based on prices approved by the AIP that are less than or equal to the catalog price but are higher than EPLPPS prices. Plants damaged in a previous year, for which a claim appraisal was made and that will not fully recover at the time insurance will attach, must be valued using the appraised value as determined for FMV-B in the applicable loss adjustment regardless of the amount of recovery that has occurred and/or any changes in the EPLPPS price for such plants;

(d) The coverage level for each plant type if additional level of coverage with basic units by plant type is elected; and

(e) Share.

B. Additional Requirements

(1) For CAT level of coverage policies, the Nursery CP provide the insurable inventory value cannot exceed 110 percent of the higher of the greatest amount of plant sales in any of the three previous years or the actual inventory value for the crop year on the date insurance attaches. However, insurance does not attach until the 31st day after an acceptable PIVR is received; therefore, it may not be possible for an insured to accurately report the actual inventory value on the PIVR 30 days in the future. Therefore, the actual inventory value on the date the PIVR is submitted will be considered an accurate report for this purpose and must be based on actual inventory. The 110 percent limitation is also applicable to PIVR revisions during the crop year.

(a) Acceptable records must be available to support the greatest amount of plant sales in any of the previous three years and the actual inventory value reported on the PIVR.

(b) If records are not available to support the greatest amount of plant sales in any of the three previous years (e.g., a new nursery with no previous sales history), an inspection will be made to determine if adequate and acceptable facilities exist to accommodate the reported inventory value.

(2) Acceptable records must be available to support the PIVR.

(a) This does not apply to plant varieties not previously grown or for new nurseries where an inspection has determined the insured has the ability to properly obtain and maintain the nursery stock.

B. Additional Requirements (continued)

(b) The PIVR must be reflective of the actual inventory on date submitted. If a new plant is grown by a nursery, the nursery shall provide purchase and/or propagation records for such plants.

(c) The initial PIVR for the crop year will contain the inventory value for plants within each plant type. All plants and plant types the insured grows in each insured practice must be insured. To be insurable, plants must be listed on the EPLPPS or under a written agreement (see paragraph 21B for instructions on reporting inventory values affected by a written agreement).

C. Supporting Documentation

(1) The AIP must review the supporting documentation submitted with the PIVR, as required in paragraph 20A(2) to verify the inventory values reported on the PIVR. If necessary, the AIP must request additional supporting documentation (see paragraph 20C(3)) to verify the inventory values reported on the PIVR.

(2) For additional level of coverage policies, supporting documentation must be within ten percent of the inventory values for each basic unit reported on the PIVR. This ten percent tolerance:

(a) does not apply to CAT level of coverage policies (see B(1)); and

(b) applies only to over-reported PIVR values. An over-reported PIVR exists when the values reported on the PIVR exceeds the inventory value determined from the PIVR supporting records.

(3) Supporting documentation includes, but is not limited to:

(a) a detailed physical plant inventory listing of all plants, that includes the complete botanical or common name, size, and quantity of each plant or a CIVR (CIVR must be based on actual inventory and supporting documentation);

(b) acceptable records of sales, purchases and propagation, if applicable. If the insured purchases plants, the purchase receipts are required. If the insured propagates plants, the insured must provide purchase receipts for input costs and planting records. Insureds may be asked to provide acceptable records of plant purchases and sales for each of the three previous crop years. To be considered acceptable, records must contain:

(i) Name and telephone number of purchaser or seller;
(ii) Names of the plants;
(iii) Quantity of each plant sold or purchased; and
(iv) Sales price of each plant.

C. Supporting Documentation (continued)

(c) evidence of the insured's ability to properly obtain and maintain the nursery plants/stock.

(4) After insurance attaches, failure to provide supporting documentation when requested will result in premium owed, but no indemnity paid for any basic units where supporting documentation was not provided. This does not apply to:

(a) plant varieties not previously grown; or

(b) new nurseries where an inspection has determined an insured has the ability to properly obtain and maintain the nursery stock.

(5) Providing inadequate documentation (i.e. documentation that does not support, to within 10 percent, the inventory value reported by basic unit on the PIVR) for each basic unit will not result in denial of insurance for the crop year:

(a) Premium will still be owed based on the basic unit value reported on the PIVR; and

(b) Any indemnity for each basic unit where inadequate documentation was provided will be reduced by the over-report factor.

(6) For basic units by non-contiguous land, acceptable records must be maintained by unit.

(a) If the acceptable records do not contain the location of the plants, the AIP must be able to verify through the insured's inventory system the location of the plants when they were sold or purchased.

(b) In the event acceptable records are not maintained by unit, the AIP will combine all basic units for which acceptable records were not provided.

D. PIVR Revisions

The PIVR may be revised no more than twice for each basic unit during the crop year, and the premium will be prorated based on the time period remaining in the crop year. The revision can only be done to **increase** inventory values, except as stated in paragraph 20E. A revised PIVR must be submitted for each applicable practice.

*** (1) The PIVR may be revised PRIOR to 30 days before the end of such crop year due to:

(a) changes in the nursery (increased growing area, inventory volume, or inventory value, etc.);

(b) restocking after crop damage;

D. PIVR Revisions (continued)

(c) increased coverage provided under a written agreement for plants by practice not listed on the EPLPPS;

(d) increased coverage resulting from providing insurance coverage on plant inventory that was previously rejected for insurance;

(e) clerical errors;

*** (f) adding a new plant type;

(i) If an insured has basic units by plant type and submits a revised PIVR to add a new plant type basic unit that could not be reported on the initial PIVR, the revised PIVR is not considered one of the two allowable revisions. If the insured has basic units by plant type and a new plant type is added, the coverage level must be elected at the same time;

(ii) If an insured has basic units by non-contiguous land and submits a revised PIVR to add a location that could not be reported on the initial PIVR, the revised PIVR is not considered one of the two allowable revisions.

(iii) If an insured has basic units by share only and adds a new plant type that could not be reported on the initial PIVR, the revised PIVR is considered one of the two allowable revisions. The coverage level for the new plant type will be the same as the coverage level for all other plant types insured in the basic unit; or

(g) damaged plants originally reported on the PIVR that either fully recover after coverage attaches or that are sold, with written consent, and replaced with undamaged plants. A revised PIVR for fully recovered plants is required in order to avoid an under-report factor if another loss occurs.

(2) The original PIVR may be revised AFTER the SCD to increase the insured inventory value due to:

(a) A written agreement approved after May 1 of the crop year, but requested on or before May 1 of the crop year; or

(b) Clerical errors.

(3) When submitted AFTER May 1, the reason for the upward revision must be indicated in the remarks section of the PIVR form stating “revised upward for written agreement,” or “revised upward for clerical error correction.”

(4) Revisions must be made by May 1, except as provided under E.

D. PIVR Revisions (continued)

(5) Increases in inventory values are subject to inspection requirements (this does not apply to paragraph 20D(1)(e) and (f)). All increases in inventory value, revised PIVRs, and Peak Inventory Endorsements are subject to the 30-day waiting period before insurance attaches.

(6) An inspection will be performed in either of the following cases:

(a) When the total of all basic unit values contained on the revised PIVRs is increased 50 percent or more from the previous total of all the basic unit values on the PIVR, and the increase is not due to restocking subsequent to an insured loss. The 50 percent increase is determined on each PIVR revision. For example, if two revised PIVRs are submitted, the 50 percent test is not based on the combined increase of both revised PIVRs against the initial PIVR, but on a per-revision basis; or

(b) At the AIP's discretion, if an increase of less than 50 percent is reported on the revised PIVR.

E. Exception to Only Revising Upward

The AIP may revise the PIVR downward AFTER the SCD in order to:

(1) Decrease the values for plants damaged before acceptance of the application or before insurance attaches for carryover policies;

(2) Decrease the values for plants with deferred damage when the amount of damage to the plants could not be determined at the time of the pre-acceptance inspection and insurance is denied or value reduced for such plants;

(3) Decrease the values for plants with deferred damage when the amount of damage to the plants could not be determined during a loss inspection from a previous crop year;

(4) Delete uninsurable plants;

(5) Correct clerical errors.

The insured is prohibited from revising the PIVR downward after SCD except for correcting clerical errors.

F. Other Requirements

AIPs must verify that the PIVR is properly and correctly reported by inspecting supporting documents submitted by the insured that support the PIVR within the allowable tolerance (see paragraph 20B) before completing any claim for indemnity.

F. Other Requirements (continued)

Note: Supporting documents must also be provided by the insured that support FMV-A in the event of a loss. This is a separate requirement from the records required to support the value reported on the PIVR, revised PIVR, Peak Inventory Value Report and Upgraded Plant Report.

21 Written Agreements for Unlisted Plants

For plants not listed in the EPLPPS, submit a request to the RO for a written agreement. Written agreements are not available for CAT level of coverage policies and are not continuous for additional level of coverage policies.

Written agreements may not be issued for missing plant sizes, to change pricing methods, add practices, change hardiness zone, etc. Refer to the FCIC-24020 Written Agreement Handbook for written agreement procedures and requirements.

A. Requesting a Written Agreement

The insured must submit the request for a written agreement:

(1) with the application for the initial crop year; and
(2) not later than the SCD for the 2019 and subsequent crop years for carryover insureds.

See the FCIC 24020, Written Agreement Handbook for the required information to be provided with the request for a written agreement and applicable deadlines.

(1) A revised PIVR must be submitted at the time the written agreement is accepted by the RO.

(2) The revised PIVR value must not exceed the plant inventory count for the affected plant(s) and size(s), multiplied by the value(s) established by the written agreement.

B. After the Written Agreement is Issued and Accepted

(1) The 30-day delay in coverage for plants begins on the submission date contained in paragraph 21A and is not delayed by the request for a written agreement. Coverage will attach retroactively 30 days after the date of the application, once the approved written agreement is accepted by the RO and the revised inventory report is submitted to the AIP.

(2) The RO will maintain a file containing plant names listed by both the common (if available) and botanical names, plant sizes, and prices that have been approved for written agreements. The use of this file will assure uniform pricing in the issuance of written agreements in the office.

21 Written Agreements for Unlisted Plants (Continued)

B. After the Written Agreement is Issued and Accepted (continued)

(3) Premium is determined on a full-year basis for carryover insureds and for all months for which any coverage was provided in the case of first-year insureds.

(4) A copy of the written agreement must be attached to the PIVR and kept in the insured's file.

(a) Complete the PIVR showing all values except those for plants for which a written agreement is requested.

(b) The AIP, upon receipt of an approved and accepted written agreement, will calculate the additional value by multiplying the plant price contained on the written agreement by the number of such plants grown. The worksheet used to calculate the additional value will be maintained in the insured's file.

(c) The AIP shall enter the additional amount of coverage on the PIVR and enter the value on the appropriate PIVR. In the remarks section enter: "values per written agreement." The revised PIVR will be submitted to the AIP.

22 Deductibles

A. Crop Year Deductible

(1) The crop year deductible is determined when the level of coverage is selected. It is equal to 100 percent minus the selected coverage level (e.g., 100% – 75% = 25%) times the inventory value reported for the basic unit times the share.

(2) The crop year deductible is reduced by any previously incurred crop year or occurrence deductible until the deductible is met. Once the crop year deductible is met, subsequent losses are not reduced by a deductible.

(3) The crop year deductible may increase due to increases in inventory value on a revised PIVR or by the purchase of a Peak Inventory Endorsement. The increased deductible under the Peak Inventory Endorsement is applicable only during the effective period of the Peak Inventory Endorsement. A deductible incurred as a result of rehabilitation payments does not reduce the crop year deductible.

B. Occurrence Deductible

Individual losses are determined by applying an occurrence deductible. The occurrence deductible is the lesser of:

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B. Occurrence Deductible (continued)

(1) The deductible (1 - the coverage level) multiplied by FMV-A multiplied by

(a) the under-report factor in an under-report situation; or
(b) one plus the over-report factor in an over-report situation; or

(2) The (remaining) crop year deductible.

23-30 (Reserved)

PART 3 PEAK INVENTORY ENDORSEMENT

31 Availability

The Peak Inventory Endorsement:

(1) is available to insureds who purchase an additional level of coverage.

(2) allows the value of the inventory to be increased temporarily to an amount greater than the amount provided by the PIVR.

(3) is used to reflect values during a peak inventory period. Increases in inventory value through this endorsement are in addition to any increases that may have been reported on a revised PIVR.

32 Rules

(1) The Peak Inventory Endorsement is an annual endorsement.

(2) The Peak Inventory Endorsement is not available for CAT.

(3) All coverage factors (e.g., elections, coverage level, survival factor) remain the same as provided by the underlying policy. Only the inventory value changes.

(4) No more than one Peak Inventory Endorsement can be purchased for each basic unit during the crop year, unless an insurable loss has occurred and the lost inventory is restocked.

(5) The peak amount of insurance is limited to 200 percent of the amount of insurance established under the Nursery CP. Insureds with additional levels of coverage and basic units by share only cannot elect multiple peaks by plant type. While insureds with basic units by share may qualify to increase the inventory value for a "single" plant type, any other plant type(s) within the same basic unit is not allowed to have another Peak Inventory Endorsement. This is true even though the value of each individual plant type in a basic unit by share must be reported on the PIVR, which is done in order to collect information needed to properly calculate premium. If an insured with basic units by share purchases a Peak Inventory Endorsement and does not list all plant types, the insured may not purchase another Peak Inventory Endorsement to include other plant types, unless an insurable loss has occurred and the lost inventory is restocked. For example, an insured has 3 different plant types and increases inventory for two of the plant types and purchases a Peak Inventory Endorsement listing those plant types. That insured cannot obtain another Peak Inventory Endorsement to cover the 3rd plant type unless the insured has to restock inventory due to an insured cause of loss.

(6) Premium is charged on a whole month basis for each month for which any coverage is provided and is based on the peak inventory premium adjustment factor.

(7) The Peak Inventory Endorsement must be purchased prior to 30 days before the end of the crop year. For example, the insured may use the Peak Inventory Endorsement to insure an anticipated inventory value increase in April and May.

(8) "Stacking" is permitted only if the insured has a loss and restocks. "Stacking" is when the insured has two endorsements in effect at the same time for a basic unit and one of the endorsements is due to restocking after a loss. The commencement and termination dates of stacked peak endorsements may overlap, but cannot extend beyond the current crop year.

(9) If an insured has basic units by plant type, a new plant type basic unit cannot be added via a Peak Inventory Endorsement only. The insured must revise the PIVR to add the new plant type basic unit and then elect the Peak Inventory Endorsement.

(10) If an insured with the additional level of coverage has basic units by share only, a new plant type could be added via a Peak Inventory Endorsement based on the 200 percent amount of insurance limit.

(11) Coverage attaches on the coverage commencement date, which is the later of the date the insured declares as the beginning of coverage or 30 days after a properly completed Peak Inventory Value Report is received by the AIP.

(12) AIPs must verify that the Peak Inventory Value Reports are properly and correctly reported. In any case where the Nursery Inventory Software is not used to develop the Peak Inventory Value Report, the AIP must review the supporting physical plant inventory and price documentation used by the insured to verify that the Peak Value Inventory Report is properly supported. The Peak Inventory Value Report must be accompanied by the CIVR or physical plant inventory and price documentation.

(13) AIPs, and their agents, must ensure that insureds are reminded of the record retention requirements and that failure of the insured to produce records supporting the PIVR when requested at any time during the record retention period will result in a determination that no indemnity is due as provided in section 21(f) of the BP.

(14) If necessary or required, the AIP shall request documentation to support a Peak Inventory Value Report.

   (a) Supporting documentation must be within ten percent of the inventory values for each basic unit reported on the Peak Inventory Value Report. This ten percent tolerance only applies to over-reported Peak Inventory Value Report values. An over-reported Peak Inventory Value Report exists when the values reported on the Peak Inventory Value Report exceeds the inventory value determined from the Peak Inventory Value Report supporting records.

   (b) Supporting documents include, but are not limited to:

      (i) a detailed plant inventory listing of all plants, that includes the complete botanical or common name, size, and quantity of each plant;

(ii) acceptable records of sales and purchases of plants for the crop year. Insureds may be asked to provide acceptable records of plant purchases and sales for each of the 3 previous crop years. Acceptable records must contain:

(A) Name and telephone number of purchases or seller;
(B) Names of the plants;
(C) Quantity of each plant sold or purchased; and
(D) Sales price of each plant.

(c) Evidence of the insured's ability to properly obtain and maintain the nursery plants/stock.

(d) Failure to provide supporting documentation when requested will result in premium owed but no indemnity paid for any basic units for which such documentation was not provided. This does not apply to:

(i) plant varieties not previously grown; or

(ii) new nurseries where an inspection has determined an insured has the ability to properly obtain and maintain the nursery stock.

(e) Providing inadequate documentation (i.e. documentation that does not support, to within 10 percent, the inventory value reported by basic unit on the PIVR) for each basic unit will not result in denial of insurance for the crop year:

(i) Premium will still be owed based on the basic unit value reported on the PIVR; and

(ii) Any indemnity for each basic unit where inadequate documentation was provided will be reduced by the over-report factor.

33 Reporting Requirements

Also, see reporting and supporting record requirements under paragraph 20A(3), B and C.

(1) Submit a Peak Inventory Value Report (exhibit 4) prior to 30 days before the end of the crop year.

(2) Use the same catalog that was used to complete the PIVR to determine values for the Peak Inventory Endorsement.

(3) Specify the coverage commencement and termination dates by month.

34-40 (Reserved)

PART 4 NURSERY GROWER'S PRICE ENDORSEMENT

41 Availability

The NGPE, if elected:

(1) Is available to insureds who purchase an additional level of coverage.

(2) Allows the insured to use upgraded plant prices that are less than or equal to the insured's catalog price but are higher than EPLPPS prices to establish the PIVR.

(3) Is only available to insureds in the states of Alabama, Arkansas, Connecticut, Florida, Georgia, Kentucky, Louisiana, Maryland, Massachusetts, Mississippi, New Jersey, New York, North Carolina, Oregon, Pennsylvania, South Carolina, Tennessee, Virginia, and Washington.

42 Rules

(1) The NGPE is an annual endorsement; to be applicable, it must be elected each crop year.

(2) The NGPE is not available for CAT.

(3) All coverage factors (e.g., elections, coverage level) remain the same as provided by the underlying policy.

(4) The NGPE does not provide an additional amount of insurance by itself. The insured must declare appropriate inventory values on the PIVR in order to obtain additional level of coverage and to avoid an indemnity reduction based on the under-report factor.

(5) No upgraded plant price will be used in calculating FMV-A or FMV-B for any unit if the use of all upgraded plant prices applicable to the unit would cause the under-report factor for the unit to be less than 0.50 for that loss event.

(6) Verifiable wholesale sales records must be provided by the insured for the most recent year of sales for each upgraded plant at the time of application for any upgraded plant and size that has an upgraded plant price that is at least 50 percent higher than the EPLPPS price for the same plant.

(7) In addition to subparagraph 42(6) above, verifiable wholesale sales records to oneself or to an affiliated party are not considered verifiable sales records. An affiliated party includes anyone who does not meet the requirements of a "disinterested third party" as defined in the BP. Individuals who are considered to be affiliated with a nursery include:

(a) Familial relationships (parents, brothers, sisters, children, spouse, grandchildren, aunts, uncles, nieces, nephews, first cousins, or grandparents, related by blood, adoption, or marriage); and

(b) Any person who benefits financially from the sales of the nursery plants.

42 Rules (Continued)

(8) The AIP shall reject the Upgraded Plant Report or disapprove all or a portion of the insured's upgraded plant prices at time of application or time of loss adjustment if the insured fails to meet any of the requirements in the NGPE or the Nursery CP.

43 Reporting Requirements

Also, see reporting requirements under paragraph 20A(3), B, and C.

(1) An insured must submit an Upgraded Plant Report:

(a) at the time of application for the initial crop year or by the SCD if plants are already insured under the Nursery CP. The plant values insured under NGPE are reported along with all other plant values on the PIVR; i.e., the amount reported on the PIVR includes both upgraded plant prices and plant prices that are not upgraded. This will not be reported as a PIVR revision. Refer to paragraph 42(4);

(b) which must be typewritten and legible;

(c) which must be signed and dated; and

(d) which must show the name and address of the nursery.

(2) The Upgraded Plant Report must include the following information for each upgraded plant:

(a) Complete botanical (genus, species, subspecies, variety, or cultivar) or common name of the plant based on the names listed in the EPLPPS;

(b) Practice, including plants grown using different cultural methods;

(c) Measurement method and size;

(d) Upgraded plant price or factored upgraded plant price if the upgraded plant's size is smaller than the size listed in the catalog and insured does not have sales records for the smaller sized plant;

(e) Whether the upgraded plant price (or factored upgraded plant price) is less than 50 percent (denoted by an "e") or at least 50 percent higher than (denoted by "E") the EPLPPS price; and

(f) The insured must provide all verifiable wholesale sales records for the most recent year of sales for each upgraded plant, at the time of application for any upgraded plant and size that has an upgraded plant price that is at least 50 percent higher than the EPLPPS price for the same plant.

43 Reporting Requirements (Continued)

(3) Supporting documentation must be within ten percent of the inventory values for each basic unit reported on the Upgraded Plant Report. This ten percent tolerance only applies to over-reported Upgraded Plant Report values. An over-reported Upgraded Plant Report exists when the values reported on the Upgraded Plant Report exceeds the inventory value determined from the Upgraded Plant Report supporting records.

44 Review Requirements

(1) AIPs must inspect records at time of application on prices that are at least 50 percent higher than the EPLPPS price for the same plant.

(2) AIPs must verify that the NGPE is properly and correctly reported.

(3) AIPs, and their agents, must ensure that insureds are reminded of the record retention requirements and that failure of the insured to produce records supporting the NGPE when requested at any time during the record retention period will result in a determination that no indemnity is due as provided in section 21(f) of the BP.

45-50 (Reserved)

PART 5 REHABILITATION ENDORSEMENT (SINGLE BASIC UNIT)

51 Availability

(1) Is available to insureds who purchase an additional level of coverage under the Nursery CP;
(2) Is available for the insured field grown practice only.

52 Rules

(1) Insured crop must be damaged by an insurable cause of loss;

(2) Rehabilitation costs covered are limited to expenditures for labor and materials for pruning and setup.

(a) Verifiable records must be provided showing actual expenditures for rehabilitation.
(b) Expenditures must be reasonable and customary for the damage sustained by the plants.

(3) Damaged plants must have a reasonable expectation of recovery to the point that the plant is marketable. The AIP must determine if the expectation is reasonable;

(4) Rehabilitation procedures must be performed directly following the occurrence of damage and before additional deterioration of the damaged plants occurs;

(5) AIP must determine that it is practical to rehabilitate the damaged plants (it is deemed to not be practical if the costs of rehabilitation are greater than the value of the plant).

53 Qualifications for Rehabilitation

(1) The total actual rehabilitation costs for each loss occurrence on the basic unit must be at least the lesser of 2.0 percent of FMV-A for the basic unit or $5,000.

(2) The rehabilitation endorsement is available for field grown material only. No payment will be made on containerized nursery plants.

(3) The Rehabilitation Endorsement must be selected on the application for new applicants or by the SCD for carryover insureds.

54 Maximum Rehabilitation Payment

The maximum amount of rehabilitation payment per loss occurrence will be the LESSER of the following, multiplied by the under-report factor calculated in accordance with the CP:

(1) An amount equal to 7.5 percent of the value of all the insurable field grown plants in a basic unit prior to the occurrence that were rehabilitated subsequent to an insured cause of loss, multiplied by the insured's coverage level percentage and then multiplied by the insured's share; or

(2) The insured's actual rehabilitation costs for the same basic unit.

54 Maximum Rehabilitation Payment (Continued)

The total of all rehabilitation payments for the crop year for the basic unit will not exceed 7.5 percent of the value of all insurable field grown plants in such basic unit, multiplied by the under-report factor, multiplied by the coverage level percentage, and multiplied by share.

55 Rehabilitation Payment Inspections

Rehabilitation payment inspections are to be prepared as final inspections on the claim form only when qualifying for a rehabilitation payment.

56 Rehabilitation Endorsement Calculation Example

A.	Share	100 %
B.	Reported inventory value	\$100,000
C.	Coverage Level	75%
D.	Total rehabilitation costs	\$7,500
E.	Value of rehabilitated plants	\$50,000
F.	FMV-A	\$125,000
G.	Under-report factor	(Factor B (\$100,000) / F (\$125,000) = .80 determined on Production Worksheet)

Step	Determine…
1	the under-report factor – G (.80)
2	eligibility for rehabilitation payment. The total actual rehabilitation costs for each loss occurrence on the basic unit must be at least the lesser of 2.0 percent of FMV-A or \$5,000. F (\$125,000) * .02 = \$2,500 D (\$7,500) is greater than \$2,500 which is lower than \$5,000. Therefore, the damaged plants are eligible for a rehabilitation payment.
3	the maximum amount of the rehabilitation payment for this basic unit. It is the LESSER of: a) the total actual rehabilitation costs multiplied by the under-report factor, or b) an amount equal to 7.5 percent of the value of the rehabilitated plants, multiplied by the under-report factor, multiplied by the coverage level percentage, multiplied by share. D (\$7,500) * G (.80) = \$6,000 E (\$50,000) * .075 * G (.80) * C (.75) * A (1.00) = \$2,250 \$2,250 < \$6,000, so \$2,250 is the maximum amount of the rehabilitation payment for this basic unit.

Step	Determine…
4	the total of all rehabilitation payments for the crop year for the basic unit. It will not exceed 7.5 percent of the FMV-A for the basic unit, multiplied by the under-report factor multiplied by the elected coverage level percentage multiplied by share for this basic unit. F ($125,000) * G (.80) * C (.75) * A (1.00) * 7.5% = $5,625 maximum of rehabilitation payments for the crop year. Since the maximum amount of the rehabilitation payment is $2,250, any additional rehabilitation payments cannot exceed $3,375 ($5,625-$2,250). If a revised PIVR is submitted and the FMV-A becomes greater than originally reported, the maximum amount of rehabilitation payments for the crop year also increases.

Acronyms and Abbreviations

The following table provides the acronyms and abbreviations used in this handbook.

Approved Acronym/Abbreviation	Term
AIP	Approved Insurance Provider
BP	Basic Provisions
CAT	Catastrophic
CD	Compact Disk
CIH	Crop Insurance Handbook
CIVR	Crop Inventory Valuation Report
CP	Crop Provisions
DSSH	Document and Supplemental Standards Handbook
EPLPPS	Eligible Plant List and Plant Price Schedule
FCIC	Federal Crop Insurance Corporation
FMV-A	Field Market Value A
FMV-B	Field Market Value B
GSH	General Standards Handbook
LASH	Loss Adjustment Standards Handbook
NGPE	Nursery Grower’s Price Endorsement
PDF	Portable Document Format
PHZM	Plant Hardiness Zone Map
PIVR	Plant Inventory Value Report
RMA	Risk Management Agency
RMA RO	Risk Management Agency Regional Office
RO	Regional Office
SCD	Sales Closing Date
SP	Special Provisions

Definitions

American Standard for Nursery Stock means a publication of the American Nursery and Landscape Association, or a subsequent successor organization, issued in accordance with the rules of the American National Standards Institute, Inc. that provides common terminology and standards for nurseries.

Amount of insurance means for the purposes of calculating premium, the result of multiplying the basic unit value by the insured's selected coverage level and by share. For the purpose of determining the amount of any indemnity, the result of multiplying the basic unit value by the insured's selected coverage level and by share minus any previous indemnities during the crop year paid under these Crop Provisions.

Basic unit value means the full inventory value of all insurable plants in a basic unit declared on the original or revised PIVR and a Peak Inventory Value Report, if applicable.

Botanical name means the Latin, scientific, or legal form of a plant name. Parts of the name may be genus, specific epithet (species), subspecies, variety, and cultivar.

*** Catalog means any document, including but not limited to printed discount schedules, issued by the insured's nursery and used to advise actual and/or potential buyers of the amount the insured is charging for purchases of each plant included in the inventory.

(1) Such documents may be issued by season, by plant type, or other basis consistent with the insured's business practices.

(2) The documents can be in any form, but must meet the minimum standards contained in section 6(j) of the CP, except that the printed discount schedules do not have to be provided to customers.

Common name means the name by which a plant may be known in everyday commerce.

Container grown means a nursery production practice in which plants are grown in standard nursery containers: above the ground; placed in the ground; or when placed in another standard nursery container in the ground (i.e., pot-in-pot).

Crop Inventory Valuation Report (CIVR) means a plant inventory list created on the Nursery Inventory Software for assisting in establishing the insurable nursery plant inventory value.

Crop year means the period beginning the day insurance attaches and extending until the following May 31. Crop year is designated by the year in which the insurance period ends.

Crop year deductible means the basic unit value multiplied by the deductible minus the amount of any previously-incurred deductible if the insured has reported each loss to us in accordance with section 11(a)(2). The crop year deductible will be increased for any increases in the inventory value on the
*** PIVR or through the purchase of a Peak Inventory Endorsement, if in effect at the time of loss.
***

Eligible Plant List and Plant Price Schedule (EPLPPS) means a component of the actuarial documents that are published by FCIC on RMA's website and is also available on compact disk from crop insurance agents. The EPLPPS contains the following information:

(1) The botanical and common names of insurable plants;
(2) The cold protection requirements for container grown material and the areas in which they apply;
(3) The hardiness zone in which field grown material is insurable;
(4) The designated hardiness zones available for each county;
(5) The plant type, storage key, and hardiness zone classification for each plant on the list; and
(6) A schedule of insurable plant prices that establishes the highest value accepted for insurance purposes unless otherwise allowed by the policy or an endorsement to the policy.

Fabric grow bag means a fabric bag (including a woven or matted bag with a plastic or fabric bottom)
*** used for growing plants in-ground or as an above-ground nursery plant container that provides adequate drainage and is appropriate in size for the plant.

***

*** Field grown means a nursery production practice in which plants are grown in the ground. Plants grown in in-ground fabric grow bags, plants that are balled and burlapped, or plants grown in containers that allow the plants to root (excluding fibrous roots) into the ground (for example, a container without a bottom) are also considered field grown.

Field market value A (FMV-A) means the AIP's determination of the value of all insurable plants in the basic unit immediately prior to the occurrence of a loss event. This value will be determined in accordance with the requirements of section 6 of the Crop Provisions. For liners, the total value of undamaged liners is multiplied by the survival factor to determine the value of undamaged insurable plants.

Field market value B (FMV-B) means the AIP's determination of the value of all damaged and undamaged insurable plants in the basic unit following the occurrence of a loss event. This value will be determined in accordance with the requirements of section 6 of the Crop Provisions with an adjustment for the amount of damage we determine the plants have sustained.

Hardiness Zone Designations means identifiers that represent the average annual extreme minimum temperatures at a given location during a particular time period. All eligible counties are assigned a single hardiness zone (HZ) or multiple HZs, based on the USDA Plant Hardiness Zone Map, for insurance purposes. These counties and their HZ assignments are listed in Appendix A of the EPLPPS Portable Document Format (PDF) Books and in the Help documents in the Nursery Inventory Software and affect the insurability for both container and field grown material.

Irrigated practice means the application of water, using appropriate systems and at the proper times, to provide the quantity of water needed to sustain normal growth of the insured plant inventory and provide cold protection for applicable plants as specified in the EPLPPS.

Liners means plants produced in standard nursery containers that have a minimum dimension greater than or equal to 5/8 inch and a maximum dimension of less than 3 inches at the widest point of the container or cell interior, have an established root system, and meet all other conditions specified in the SP.

Definitions (Continued)

Loss means FMV-A minus FMV-B, as adjusted by any under-report factor or over-report factor. Payments made under the Rehabilitation Endorsement are not considered to be a loss.

Lowest price means the lesser of the minimum price stated in the insured's catalog or the price contained in the EPLPPS for a plant and its size. The minimum price in the catalog is the lowest price at which the insured will sell that plant and size to any buyer, including all incremental volume discounts or any other discounting factor.

Marketable means a plant that can be sold in a customary or secondary market for a non-zero value.

Monthly proration factors means factors contained in the actuarial documents that are used to calculate premium when insured does not insure the nursery plants for an entire crop year.

Nursery means a business enterprise that grows the nursery plants. At least 40 percent of its gross income derived from plant sales must be from the wholesale marketing of such plants.

Nursery Inventory Software means software provided by the RMA which allows users to access the EPLPPS electronically. The software can be used to create the CIVR. The software is available for download from the RMA website. It is also available on compact disk from the AIP upon request.

Occurrence deductible means a deductible that allows a smaller deductible than the crop year deductible to be used when FMV-A is more or less than the reported basic unit value. The occurrence deductible is the lesser of:

*** (1) the deductible multiplied by FMV-A and:

(a) In an under-report situation, multiplied by the under-report factor; or
(b) In an over-report situation, multiplied by the sum of 1.000 plus the over-report factor; or

(2) the crop year deductible.

Omitted plant means any plant, meeting all insurability requirements, grown in a nursery that is not listed (by either the botanical or common name) in the insured's catalog. An omitted plant will be uninsurable for the crop year but the value of such plant, as determined using the EPLPPS in accordance with section 6(e) of the Nursery CP, will be used in determining FMV-B. This will also apply if the plant is listed in the nursery catalog/price list but there is not a corresponding price. For additional information on omitted plants, refer to paragraph 14H(13).

Definitions (Continued)

Over-report factor means the factor that adjusts the insured's indemnity for over-reporting of inventory values. This factor is used to determine indemnities when the basic unit value minus the total of all previous losses is more than 110 percent of FMV-A for the same basic unit plus the insured value of plants listed on the verifiable sales records. The over-report factor is calculated by:

(1) The basic unit value reported on the PIVR, including any Peak Inventory Value Report during
*** the coverage term of a Peak Inventory Endorsement, minus the total of all previous losses;

(2) FMV-A plus the insured value of plants listed on verifiable sales records; and

(3) Dividing the result of (1) by the result of (2);

(4) Subtracting 1.100 from the result of (3):

(i.e., [(basic unit value – total of all previous losses as adjusted by any previous under-report factor or over-report factor)/(FMV A + insured value of plants listed on the verified sales records)] – 1.100).

(5) If the result of (4) is greater than 0.000, then the result of (4) is the over-report factor that is applied. Payments made under the Rehabilitation Endorsement will not be considered a previous loss when calculating the over-report factor.

PIVR means the plant inventory value report, the report that declares the value of insurable plants in accordance with section 6 of the Nursery CP and paragraph 20 of this handbook.

***

*** Practice means a cultural method of producing plants identified in the actuarial documents.

Restock means replacement of lost or damaged plants that increases the value of the insurable inventory to an amount greater than the remaining amount of insurance.

Standard nursery containers means rigid containers that have a minimum dimension greater
*** than or equal to 5/8 inch, unless otherwise provided by the SP, at the widest point of the container interior, above-ground fabric grow bags, and other types of containers specified in the SP that are appropriate in size and provide adequate drainage for the plant. In-ground fabric grow bags, balled and burlapped, and trays (flats) without individual cells are not considered standard nursery containers.

Stock plants means plants used solely for propagation during the insurance period.

Storage keys means container plants require cold protection to retain insurance coverage against cold damage. The cold protection requirements are listed on the Eligible Plant List for each insurable container plant through the use of the storage key (SK) code. Storage key code specifications are detailed in Appendix B of the EPLPPS PDF Books and in the Help documents in the Nursery Inventory Software.

Survival factor means a value specified in the SP that denotes the expected percentage of liners that normally survive the period from insurance attachment to market.

Taxonomic level means a hierarchal classification of a plant to the genus, species, subspecies, variety, cultivar level.

Under-report factor means the factor that adjusts the insured's indemnity for under-reporting of inventory values. The factor is always used in determining indemnities. For each basic unit, the under-report factor is the lesser of:

(1) 1.000; or
(2) the basic unit value, including a Peak Inventory Value Report during the coverage term of a Peak
*** Inventory Endorsement, if applicable, minus the total of all previous losses; and dividing that result by FMV-A.

Wholesale means to sell nursery plants in large quantities at a price below that offered on low-quantity sales to retailers, commercial users, governmental end-users, or other end-users for business purposes (e.g. sales to landscape contractors and commercial fruit producers). This determination will be based on a county-by-county basis.

INSTRUCTIONS FOR COMPLETION OF PIVR

The following entries are required for the PIVR. The format and sequence of the items on the form will be determined by the format selected by the AIP.

(1) For new insureds, this report must be completed at the time of application.

(2) For carryover insureds, this report must be filed on or before May 1.

(3) This report may be revised up to 30 days before the end of the crop year. It is not necessary to resubmit catalogs that were submitted for the crop year with revised reports.

(4) This report will include all growing locations in the county that represent the values reported on the PIVR the insured submits.

(5) This report may be used to add values of the inventory that have been replaced after a loss or which were not included in the original report.

(6) In the event a plant cannot be identified on the EPLPPS, the insured may request that the RO establish coverage and price for the plant (by size) through a written agreement.

(7) The price level on the PIVR must always be 1.00 for additional level of coverage and .55 for CAT level of coverage. Any other values will not be accepted.

(8) Coverage level elections must be made on the application. Elections cannot be made via the PIVR.

(9) Document any uninsurable plants that may become insurable during the crop year in the Remarks section on this report or in an attachment to this report.

A. Identifying the Insured

(1) Insured's Name
(2) Policy Number
(3) Street Address, City, County, State, Zip Code of each nursery location in the county

B. Underwriting Questions

(1) Enter applicable three-digit practice code
(2) Crop Year
(3) If this is a revised report, check box

Downward revisions are not accepted except as approved by the AIP per FCIC-approved guidelines. For the year of application, if the insured applies for coverage after May 1, coverage will not begin until the next crop year (which begins on June 1), subject to a 30-day delay.

B. Underwriting Questions (continued)

Example:

SCD May 1	Application May 10	First Day of 2019 Crop Year June 1, 2018	Insurance Attaches for 2019 Crop Year June 10, 2018	Last Day of 2019 Crop Year May 31, 2019
			12:00 a.m.	

(4) Has the nursery operation changed in the past year? Check Yes or No

(5) Are all growing locations in the county insured? Check Yes or No

(6) Two catalogs (an original and one copy) have been provided? Check Yes or No

(7) Do you have any insurable plants that were damaged during the prior crop year(s) that have not recovered to their full value? Check Yes or No

(8) Have you elected basic units by plant type (additional level of coverage only)? Check Yes or No

(9) Have you elected basic units by non-contiguous land (for additional level of coverage and field grown practice only unless otherwise allowed by the SP)? Check Yes or No

(10) Do you have plant(s) with a previously-filed claim and a deferred Determination of damage? Check Yes or No

(11) The NGPE is in effect. Check Yes or No

C. Reporting by Practice - For CAT Only

In addition to reporting the inventory values for each plant type, insureds must report for each practice insured under the CAT level of coverage, the greatest amount of plant sales in any of the previous 3 years and the actual inventory value that exists on the date the PIVR is submitted.

D. Reporting by Basic Unit

(1) Separate forms by Practice and Basic Unit, if insured elects basic units by non-contiguous land: Enter the applicable practice code.

(2) County

(3) Unit Number - If the insured elects basic units by share, the basic unit number for each plant type will be assigned the same number.

(4) Insured share.

(5) Amount of Insurance equals:

(a) Basic unit value – (The full value of all insurable plants in each basic unit on the PIVR. The revised PIVR shows only the revised amount, as the premium is prorated.) multiplied by

(b) The survival factor for liners, if liners is an insured plant type multiplied by

(c) The Coverage Level (for practices insured under the CAT level of coverage and for basic units by share, one level per crop/county) multiplied by

(d) Price Level (100% for additional, 55% for CAT) multiplied by

(e) Insured share.

(6) Remarks: Enter information as needed (example, "revised upward for written agreement").

Example: Reporting plant inventory values under basic units by share:

Nursery – Field Grown/Roses, Unit = 0001-0000
Coverage level = 70/100; Value = 50,000; Share = 1.000;
Amount of insurance = 50,000 * .70 * 1 = $35,000

Nursery – Field Grown/Fruit & Nut Trees, Unit = 0001-0000
Coverage level = 70/100; Value = 75,000; Share = 1.000;
Amount of insurance = 75,000 * .70 * 1 = $52,500

Total value listed on PIVR = $87,500 ($35,000 + $52,500)

E. Understanding by Insured

(1) Understand that only plants listed in the EPLPPS, or for which the insured has an approved written agreement, are insurable.

(2) Understand that one PIVR is submitted for each practice insured or each basic unit, if insured elects basic units by non-contiguous land.

(3) Assure that the inventory values reported are based on the lower of prices from the EPLPPS or the insured's catalog; an approved written agreement; or the NGPE.

(4) Understand that all plant types in each insured practice must be insured.

(5) Understand that indemnities will be based on the method used to value the insured's plant inventory as described in number 3.

(6) Understand that if the NGPE is elected, the insured's Upgraded Plant Report is accurate and complete. Failure to include upgraded prices on the insured's PIVR may result in an under-report factor.

(7) Understand that over-reporting of inventory will cause the premium to be overpaid and may result in an over-report factor being applied to the indemnity.

(8) Understand that under-reporting will result in a factor being applied to the indemnity reducing the amount by the percentage under insured.

(9) Understand that only wholesale nurseries are eligible for coverage. The nursery must derive at least 40 percent of its gross income of plant sales from wholesale marketing of plants. If the insured does not elect additional basic units by plant type or elects CAT coverage, the plant inventory value reported for each plant type in the basic unit must be separately reported on the PIVR **and totaled** to determine the basic unit value.

(10) Understand that physical inventory and sales/purchasing records to support the values reported on the PIVR must be maintained and available for review for three crop years beyond the current crop year.

F. Signature by Insured

The PIVR must be signed and dated by the insured. It is not acceptable to mark report "signature on file" or "report by telephone" or any other remark without the original signature of the insured. Applicable certification statement must be included on any form that the insured signs. See FCIC-24040 Document Supplemental Standards Handbook to determine applicable certification statement.

G. Signature by Representative

The agent must sign and date the PIVR.

H. Required Statements

The Collection of Information and Data (Privacy Act) Statement and the Nondiscrimination Statement must be included on any form the individual signs or provided to the individual on separate form, for each form that is signed by the individual. A copy must be maintained by the AIP. The Certification Statement must be included on any form that the insured signs that collects information from the insured. See the FCIC 24040 Document Supplemental Standards Handbook to determine the applicable statements to include on any forms.

Plant Inventory Value Report (Continued)

PIVR EXAMPLE

AIP: ______________________________________ Agency: ___________________________________

PIVR Practice:				
Insured's Name	Policy Number	Crop Year	REVISED REPORT ☐	
Street Address	My nursery operation has changed in the last year.		Yes __	No __
City, County, State, Zip	All my growing locations are insured in the county.		Yes __	No __
Nursery Location	I have provided two catalogs.		Yes ___	No __
	I have insurable plants that were damaged during the prior crop year(s) that have not recovered to their full value. If "Yes," identify damaged plants & quantity of damaged plants in Remarks section or attach completed appraisal worksheet.		Yes __	No __
	My nursery is divided into basic units by plant type (additional level of coverage only).		Yes ___	No ___
	My nursery is divided into basic units by non-contiguous land (for additional level of coverage and field grown practice only).		Yes ___	No ___
	I have plant(s) with a previously filed claim and a determination of damage has been deferred.		Yes __	No __
	The NGPE is in effect		Yes__	No __

PLANT TYPE	BASIC UNIT NO.	INITIAL OR REVISED INVENTORY VALUE	COVERAGE LEVEL	PRICE LEVEL (CAT ONLY)	INSURED SHARE	AMOUNT OF INSURANCE	PLANT TYPE	BASIC UNIT NO.	INITIAL OR REVISED INVENTORY VALUE	COVERAGE LEVEL	PRICE LEVEL (CAT ONLY)	INSURED SHARE	AMOUNT OF INSURANCE
		X	X	X	=					X X	X	=	
		X	X	X	=					X X	X	=	
		X	X	X	=		LI		X .90	X X	X	=	

Greatest plant sales in previous 3 years (CAT only):	**For basic unit by share only, the total amount of insurance for all plant types insured: $**
Actual inventory value on date PIVR submitted (CAT only):	**Remarks:**

I submit this report and two copies of the most recent catalog(s) for my nursery pursuant to the requirements of the Nursery Crop Provisions. I certify that I have sold my plants at the prices listed in the catalog(s) and that my discounts are shown on my catalog and have been used in determining the insurable values of my plants reported on my PIVR.

Also, I understand and agree that:

1. Only plants listed in the EPLPPS, or for which I have an approved written agreement, are insurable.
2. I have submitted one PIVR for each practice insured, and, if applicable, a separate one for each basic unit if I elected basic units by non-contiguous land.
3. I must value my plant inventory based on the prices, applicable for the crop year, from

*** a) the lesser of the prices listed in the EPLPPS or the lowest price;
b) an approved written agreement; or
c) the NGPE for upgraded plants.

4. I have insured all plants and plant types in each insured practice.
5. Indemnities will be based on the method used to value my plant inventory as listed in number 3.
6. If I elect the NGPE, my Upgraded Plant Report is accurate and complete. Failure to include upgraded prices in my PIVR may result in an under-report factor.
7. Over reporting my inventory value for insurance purposes will cause me to overpay premium and will increase my crop year deductible. Additionally, any indemnities payable may be prorated down by an over-report factor.
8. If I under-report my inventory value, any indemnities payable may be prorated down by an under-report factor.
9. Only wholesale nurseries, as defined in the policy, are eligible for coverage. At least 40 percent of my gross income derived from plant sales is from the wholesale marketing of plants.
10. I have the physical inventory and sales/purchasing records to support the values reported on the PIVR and will have them available for review for 3 crop years beyond the current crop year.

INSERT APPLICABLE CERTIFICATION STATEMENT**

Insured's Signature	Date	Agent's Signature	Code Number	Date Page ___ of ____

**Include applicable required statements as required on forms signed by insureds.

INSTRUCTIONS FOR COMPLETION OF PEAK INVENTORY VALUE REPORT (NOT AVAILABLE FOR CAT)

The following entries are required for the Peak Inventory Value Report. The format and the sequence of the items on the form will be determined by the format selected by the AIP.

(1) This report must be completed when the insured reports inventory values that will be increased for a particular period of time. The policy will be endorsed to reflect the time and value increase.

(2) Premium will be charged for each month for which the amount of coverage is increased. A full month's premium is charged for any fraction of a month of increased coverage.

(3) This report may be filed at least 30 days prior to the end of the crop year.

(4) No more than one endorsement may be purchased for each basic unit in a crop year unless the insured suffered an insured loss and has restocked the nursery, in which case an additional Peak Inventory Endorsement may be purchased after each insured loss.

(5) Coverage level remains the same as provided by the underlying basic unit, only the inventory value changes. If no basic unit exists for the plant type reported, a revised PIVR must be used.

(6) The peak amount of insurance under each Peak Inventory Endorsement is limited to 200 percent of the amount of insurance established under the Nursery CP.

A. Identifying the Insured

(1) Insured's Name
(2) Policy Number
(3) Street Address, City, County, State, Zip Code

B. Underwriting Questions

(1) Coverage Level
(2) Price Election (100%) See SP for survival factor on liners.

C. Reporting by Basic Unit

On each line list:

(1) Plant type
(2) Coverage Level
(3) Unit Number
(4) Insured's Share

C. Reporting by Basic Unit (continued)

(5) Peak Inventory Value (The value the inventory is increased for the plant type by the Peak Inventory Value Report).

(6) Plant Type Peak Amount of Insurance (for determining additional peak premium): the peak inventory value multiplied by coverage level percentage elected, multiplied by the price election (100%), multiplied by share.

(7) Basic unit Peak Amount of Insurance (For each basic unit, the peak inventory value multiplied by coverage level percentage elected, multiplied by the price election (100%), multiplied by share).

(8) Peak Inventory Coverage Commencement Date – (May be any date within the crop year selected by the insured.) This will be date coverage begins and must be at least the 31st day after the form has been received by the AIP.

(9) Peak Inventory Coverage Termination Date – (May be any date within the crop year selected by the insured.) Must be a date after the coverage commencement date, but on or before the date of the end of the insurance period.

D. Understanding by Insured

(1) Assure that the peak increase in inventory is reported in accordance with lower of prices from the EPLPPS or the insured’s catalog. Assure that the peak increase along with the original PIVR value reflects the inventory value for the basic unit and practice during the peak period reported by the insured.

(2) Assure the insured understands and agrees that the coverage level(s) elected on the underlying nursery coverage apply to the Peak Inventory Endorsement.

E. Signature by Insured

The Peak Inventory Value Report must be signed and dated by the insured. It is not acceptable to mark the report ‘signature on file’ or ‘report by telephone’ or any other remark without the original signature of the insured. Applicable certification statement must be included on any form that the insured signs. See FCIC-24040 Document Supplemental Standards Handbook to determine applicable statement.

F. Signature by Representative

The agent must sign and date the Peak Inventory Value Report.

G. Required Statements

The Collection of Information and Data (Privacy Act) Statement and the Nondiscrimination Statement must be included on any form the individual signs or provided to the individual on separate form, for each form that is signed by the individual. A copy must be maintained by the AIP. The Certification Statement must be included on any form that the insured signs that collects information from the insured. See the FCIC 24040 Document Supplemental Standards Handbook to determine the applicable statements to include on any forms.

PEAK INVENTORY VALUE REPORT EXAMPLE

AIP:______________________ Agency:__________________________

Practice:

	Policy Number	Crop Year
Street Address ____ City, County, State, ____	Peak Inventory Coverage After Restocking? Yes ☐ No ☐	

PLANT TYPE	BASIC UNIT NO.	PEAK INVENTORY VALUE	COVERAGE LEVEL	INSURED SHARE	PEAK AMOUNT OF INSURANCE	PEAK INVENTORY COVERAGE COMMENCEMENT DATE	PEAK INVENTORY COVERAGE TERMINATION DATE
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
		X	X	=			
LI		X.90 X	X	=			

For basic unit by share only, the total amount of insurance for all plant types insured: $

I understand and agree that I may purchase no more than one Peak Inventory Endorsement for each basic unit during the crop year, unless I have suffered an insured loss and have restocked the nursery, in which case an additional Peak Inventory Endorsement may be purchased after each insured loss. If I have elected basic units by type, the Peak Inventory Endorsement form is considered a separate peak endorsement form for each type reported on the form.

I submit this report pursuant to the requirements of the Nursery Crop Provisions.

INSERT APPLICABLE CERTIFICATION STATEMENT

Insured's Signature	Date	Agent's Signature	Date

**Include applicable required statements as required on forms signed by insureds.

Nursery Underwriting Inspection Report

The following entries are required for the Nursery Underwriting Inspection Report. The format and the sequence of the items on the form will be determined to be the format selected by the AIP.

(1) Complete an inspection report for each location inspected.

(2) This report must be completed for all new applications or when the nursery meets any criteria contained in paragraph 16B and must be completed within 30 days of the applicant's signature date on the application or revised PIVR as directed by the AIP.

A. Identifying the Insured

(1) Crop year;
(2) Unit number(s);
(3) Practice (List applicable practice);
(4) Policy number;
(5) Name of nursery and mailing address;
(6) Name of Owner;
(7) Name of Operator;
(8) Name of Agent/Agency and phone number;
(9) Legal Description;
(10) Location Description, including physical address; and
(11) Reason for Report: See the Inspection section of this handbook.

B. Underwriting Questions

Flood/excess precipitation rating:

(1) Is the nursery site susceptible to flood or excess precipitation damage? Check "Yes" or "No." If yes, describe in detail what precautions have been taken to protect the nursery stock.

(2) Check the insured's loss history for previous excess moisture claims.

(3) If there are low areas in the nursery attach a map identifying those areas and consider not insuring those areas unless the plants are elevated.

C. Irrigation Practice

(1) Describe in detail the irrigation water source.

(a) Surface water supply as a percentage of total supply.

(i) Irrigation district name.
(ii) Allocation last year as a percentage of normal usage.
(iii) Expected allocation as a percentage of normal usage.

C. Irrigation Practice (continued)

(iv) Water impoundment. State size and how many.
(v) Rivers/creeks. State number of months available as a supply.

(b) Irrigation well(s) as a percentage of total supply used.

(i) Irrigation district name.
(ii) Allocation last year as a percentage of normal usage.
(iii) Expected allocation as a percentage of normal usage.
(iv) Number of wells. Gallons per minute. Other supply (include size and number).

(2) Type of irrigation method:

(a) Overhead,
(b) Drip/Trickle System, or
(c) Other.

D. Other Site Observations

(1) Describe in detail the fertilization program used and any special requirements by plant species.

(2) Describe in detail weed control measures.

(3) Describe in detail wildlife control measures.

(4) Do any plant species show evidence of insect or disease infestation? If so, document what is being done as control measures.

(5) Are plants being grown in appropriate growing medium according to accepted industry standards?

E. Frost Freeze

(1) Is the location subject to above normal frost hazard?

(2) Has winter damage occurred the previous year that will affect this year's production?

(3) Frost/Freeze protection, check and enter type:

(a) None,
(b) Sprinklers,
(c) Hoop house,
(d) Poly,
(e) Greenhouse,
(f) Heat.

E. Frost Freeze (continued)

(g) Does this growing location aid in frost protection?
(h) Average number of times per year that frost protection is utilized?
(i) USDA Hardiness Zone for the growing location.

(4) Are adequate facilities available to meet over-winterization requirements required by the EPLPPS? Note any deficiencies.

(5) By what date does the nursery normally complete cold weather protection of container plants?

(6) On what date are container plants fully removed from cold weather protection?

F. Additional Information

(1) Have the plants sustained previous damage? If so, describe. (List on a separate sheet or appraisal worksheet the name, number, size and value of each damaged plant.)

(2) Growing location map: Hand sketch a map or provide an FSA aerial photo showing the growing location in detail indicating other owned or share rented locations, landmarks and nursery crops grown by the insured.

(3) State the percentage of gross income derived from plant sales from wholesale and retail sales of nursery plants based on the calculation contained in Part 2, paragraph 11.

"Based on the calculation above, has the nursery derived at least 40 percent of its gross income of plant sales from the wholesale marketing of plants?" Check "Yes" or "No." Explain and document what information was verified to determine the result of the calculation. Attach a separate sheet if necessary.

(4) Include results of review of supporting documentation for reported values on the CIVR or PIVR and results of review of sales records for the lesser of five percent of the number of plants or 10 plants in each insured practice.

(5) Provide additional information and comments as necessary.

G. Inspector's Evaluation

(1) The inspector's evaluation of the management of the nursery as to whether it is above average, average, or below average. Use a scale to rate each site 1-10.

(2) The inspector's evaluation of the nursery facilities, operation, and adherence to good nursery practices as to whether it is above average, average, or below average. Use a scale to rate each site 1-10.

G. Inspector’s Evaluation (continued)

(3) Inspector’s recommendation as to accept, reject or refer to AIP representative.

H. Signatures

(1) Inspector signs and dates on the date of inspection.

(2) AIP supervisor signs and dates on the date received and evaluated.

(3) Insured signs and dates on the date of inspection, acknowledging any reduced value of plant material due to existing damage.

NURSERY UNDERWRITING INSPECTION REPORT EXAMPLE

(complete one report per practice and location)

CROP YEAR	UNIT NUMBER(s)	PRACTICE	POLICY NUMBER

NAME OF NURSERY AND MAILING ADDRESS	NAME OF OWNER	NAME OF OPERATOR
	NAME OF AGENT/AGENCY Phone No. ( )	LEGAL DESCRIPTION:
	LOCATION DESCRIPTION:	

SITE INFORMATION

REASON FOR REPORT

FLOOD/EXCESS PRECIPITATION RATING
Is the nursery site susceptible to flood or excess precipitation damage? ☐ Yes ☐ No

If yes describe in detail what precautions have been taken to protect the nursery stock?

Identify any low areas in the nursery and attach a map of areas of standing water.

IRRIGATION PRACTICE

Describe in detail the irrigation water source.

Surface: _____ % of total supply
(1) Irrigation district name_______________________________________
(2) Allocation last year: ______% of normal
(3) Expected allocation: ______% of normal
(4) Water Impoundment: Size _______ How many_______
(5) Rivers/Creeks: _______ Number of months available

Irrigation Well(s): _____ % of total supply
(1) Irrigation district name_______________________________________
(2) Allocation last year: ______% of normal
(3) Expected allocation: ______% of normal
(4) Number of Wells: _______ Gallons per minute ______
Other: Size and number

Type of Irrigation Method:
Overhead ___________ Drip or Trickle System __________________ Other _________________________________

Describe in detail the fertilization program used for the location. Include any specialized requirements required by species (attach additional sheets as necessary)

Describe in detail weed control measures used for the location

Describe in detail wildlife control measures used for the unit

Do any plant species show evidence of insect or disease infestation? If evidence of disease is observed describe in detail and document what is being done to control the disease. Attach additional sheets as necessary.

Are plants being grown in appropriate growing medium according to accepted industry standards?

Is the location subject to above normal frost hazard?

Has winter damage or damage the previous year occurred which may affect this year's potential production? If yes, explain.

Nursery Underwriting Inspection Report (Continued)

Are adequate facilities available to meet over winterization requirements required by the Nursery Eligible Plant List? Describe type of protection and note any deficiencies.
By what date does the nursery normally complete cold weather protection of container plants?
On what date are container plants fully removed from cold weather protection?
Have the plants sustained previous damage? If so, describe.

Crop unit location map:					Draw in nursery / unit locations with identifying roads and landmarks. Prepare a location map showing the unit as applicable as well as other property units owned, share rented and land physically separated by another farm operator. The map itself should be detailed showing landmarks and crops grown by the insured.	
Small Blocks = 40 acres						
					Is a hand sketched map attached?	
					Is an FSA aerial photo attached?	
SECTION						

Percentage of wholesale_____% retail _____%
Based on the calculation above, has the nursery derived at least 40 percent of its gross income of plants sales from the wholesale marketing of plants? ☐ Yes ☐ No
Record how the verification and determination was made. Attach a separate sheet if necessary.

Results of review of supporting documentation for reported values on the CIVR or PIVR and results of review of sales records for the lesser of five percent of the number of plants or 10 plants in each insured practice:

Additional information and comments:

	ABOVE AVERAGE	AVERAGE	BELOW AVERAGE
Your evaluation of the management of this operation:			
Your evaluation of the nursery:			

Action recommended:

Acceptance		Rejection		RO Field Review		AIP Representative	

Certified Inspector	Date	Supervisor	Date

Insert applicable insured's certification statements here

Insured's Signature	Date

Minimum and Maximum Plant Sizes by Plant Type

Three plant types have a high/wide (seedling) range. To qualify for the seedling range the trees must be the Coniferous Evergreen (CE), Deciduous Tree (DT), or Fruit & Nut Trees (FN) plant type and the trees must measure a minimum of 6 inches but less than 18 inches tall. Do not round qualifying measurements. Seedlings that are less than 6 inches tall are not insurable. Eighteen-inch trees will be insured according to the individual plant prices shown on the EPLPPS. The lower of the EPLPPS
*** price or the insured's lowest price will be the price for each tree in the seedling range.

Plants that are larger than maximum size listed below will use the price of the largest size listed on the EPLPPS for the plant to determine the price election (subject to the "lower of" rule).

Size Plant Limits

Plant Type		Container Size		Field Grown Caliper (Inches)		Field Grown High/Wide (Inches)	(Feet)
Name	**Code**	**Min**	**Max**	**Min**	**Max**	**Min**	**Max**
Annuals	(AN)	POT 0.038	5 Gal & up	n/a	n/a	n/a	n/a
Broadleaf Evergreen Trees	(BE)	POT 0.038	300 Gal & up	7/16	6	18 in.	30
Broadleaf Evergreen Shrubs	(BS)	POT 0.038	100 Gal & up	n/a	n/a	6 in.	12
Coniferous Evergreen Trees	(CE)	POT 0.038	65 Gal & up	7/16	6	Seedling	20
Coniferous Evergreen Shrubs	(CS)	POT 0.038	65 Gal & up	n/a	n/a	6 in.	12
Deciduous Shrubs	(DS)	POT 0.038	65 Gal & up	n/a	n/a	6 in.	12
Deciduous Trees	(DT)	POT 0.038	300 Gal & up	7/16	6	Seedling	20
Fruit & Nut Trees	(FN)	POT 0.038	65 Gal & up	7/16	4	Seedling	10
Foliage	(FO)	POT 0.038	65 Gal & up	n/a	n/a	18 in.	25
Ground Cover & Vines	(GC)	POT 0.038	10 Gal & up	n/a	n/a	6 in.	5
Herbaceous Perennials	(HP)	POT 0.038	25 Gal & up	n/a	n/a	n/a	n/a
Palms and Cycads	(PC)	POT 0.038	300 Gal & up	n/a	n/a	18 in.	30
Roses	(RO)	POT 0.038	5 Gal & up	n/a	n/a	6 in.	5
Small Fruits	(SF)	POT 0.038	10 Gal & up	n/a	n/a	6 in.	5
Liners ***	(LI)	Cell is equal to or greater than 5/8 inch **	Cell is less than 3 inches in diameter *	n/a	n/a	n/a	n/a

Minimum and Maximum Plant Sizes by Plant Type (Continued)

******* To be insurable (container only and inclusive of all insurable plant types) Liner Plants must be produced in standard nursery containers that are equal to or greater than 5/8 inch in diameter, but less than 3 inches in diameter at the widest point and have an established root system, and meet all other conditions specified in the SP. Insurable prices for liners in individual cells are determined using the measurement method by which they are listed and priced in the insured's catalog; i.e., size of the cell or cells per tray. Size of the cell is based on the inch diameter for round cells or the inch dimension at the widest point for square or rectangular cells. If both the inch and cells per tray measurement methods are listed and priced in the catalog, the inch measurement will take precedence. An equivalency table for the two measurement methods is included in the Base Price Table of the EPLPPS.

** Liner Plants in cells smaller than the minimum size listed in the chart are not insurable.

* Liner Plants in cells larger than maximum size listed in the chart are insurable as shown on the EPLPPS.

FCIC Container Sizes

Container sizes are determined on an actual volume basis for purposes of determining the size of the container on the EPLPPS. The FCIC container sizes and volumes are show below.

FCIC SIZE NAME	GALLON MEASUREMENT		CUBIC INCH EQUIVALENT		INCLUDES STANDARD ANSI CLASS
	MINIMUM	MAXIMUM	MINIMUM	MAXIMUM	
POT	0.038	0.19	8.78	46.19	SP3
1 QUART	0.20	0.39	46.20	92.39	SP4
2 QUART	0.40	0.59	92.40	138.59	SP5
1 GALLON	0.60	1.37	138.60	318.77	1
2 GALLON	1.38	2.49	318.78	577.49	2
3 GALLON	2.50	3.39	577.50	785.39	3
5 GALLON	3.40	5.77	785.40	1,335.17	5
7 GALLON	5.78	8.49	1,335.18	1,963.49	7
10 GALLON	8.50	11.97	1,963.50	2,767.37	10
15 GALLON	11.98	17.49	2,767.38	4,042.49	15
20 GALLON	17.50	22.49	4,042.50	5,197.49	20
25 GALLON	22.50	29.79	5,197.50	6,883.79	25
30 GALLON	29.80	32.49	6,883.80	7,507.49	N/A
35 GALLON	32.50	37.49	7,507.50	8,662.49	N/A
40 GALLON	37.50	42.49	8,662.50	9,817.49	N/A
45 GALLON	42.50	47.49	9,817.50	10,972.49	N/A
50. GALLON	47.50	52.49	10,972.50	12,127.49	N/A
55 GALLON	52.50	57.49	12,127.50	13,282.49	N/A
60 GALLON	57.50	62.49	13,282.50	14,437.49	N/A
65 GALLON	62.50	67.49	14,437.50	15,592.49	N/A
70 GALLON	67.50	72.49	15,592.50	16,747.49	N/A
75 GALLON	72.50	77.49	16,747.50	17,902.49	N/A
80 GALLON	77.50	82.49	17,902.50	19,057.49	N/A
85 GALLON	82.50	87.49	19,057.50	20,212.49	N/A
90 GALLON	87.50	92.49	20,212.50	21,367.49	N/A
95 GALLON	92.50	97.49	21,367.50	22,522.49	N/A
100 GALLON	97.50	124.49	22,522.50	28,759.49	N/A
150 GALLON	124.50	174.49	28,759.50	40,309.49	N/A
200 GALLON	174.50	224.49	40,309.50	51,859.49	N/A
250 GALLON	224.50	274.49	51,859.50	63,409.49	N/A
300 GALLON	274.50	324.49	63,409.50	74,958.00	N/A

Nursery Catalog Checklist

Crop Year: ________________________________

Date of Review: ____________________________

Policyholder: ______________________________

State: ____________________________________

County: __________________________________

Policy Number: _____________________________

Nursery Name on Catalog (if different than insured name): _______________________________

Agent Name (not agency name): ______________________________

Servicing Company (AIP):_____________________________________

I have reviewed the attached, above-referenced catalog. For each minimum requirement, a "Y" indicates the minimum requirement has been met and "N" indicates the minimum requirement has not been met.

If an "N" is entered for one or more requirement 1-5, the catalog is returned to the insured with written notice that the application for insurance is refused because the inventory or catalog is not acceptable.

If a "Y" is entered for all requirements 1-5, one (1) copy of the catalog and a copy of this checklist are sent to the RMA RO.

This catalog:

1.___ Is type written and legible.
2.___ Shows an issue date on the cover page.
3.___ Contains the name, address, and phone number of the nursery.
4.___ Is provided to customers and used in the sale of plants.
5.___ Lists each plant's name, plant or container size, and wholesale price.
6.___ Date received is documented.

____ _____________

Name and Title of AIP Reviewer Date