



Report to Congress: Specialty Crop Report

Delivered by the
Federal Crop Insurance Corporation
as required by section 508(a)(6)(B) of the Federal Crop Insurance Act

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(Data current through calendar year 2009)

United States Department of Agriculture
Federal Crop Insurance Corporation
1400 Independence Avenue, SW
Stop 0801
Washington, DC
20250-0801



The Risk Management Agency Administers
And Oversees All Programs Authorized Under
The Federal Crop Insurance Corporation

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Executive Summary

The 2009 Specialty Crop Report is submitted in response to Section 508 (a)(6)(B) of the Federal Crop Insurance Act (Act), as amended, requiring that the Federal Crop Insurance Corporation (FCIC) report to Congress on the progress and expected timetable for expanding crop insurance coverage under the Act to new and specialty crops. As indicated by the requirements of the law, the report is a useful way to obtain a quick overview of the processes and timelines the Risk Management Agency (RMA) must follow in order to make new and specialty crop insurance products available to producers.

This report complements *Participation in the Federal Crop Insurance Program* (Participation Report) submitted in accordance with Section 508(a)(7) of the Act. The Participation Report was prepared to assist the FCIC Board of Directors (Board) in establishing development priorities for the future. The Participation Report also outlined the progress that the FCIC has made since a comprehensive analysis was completed of the crop insurance market. As detailed in the Participation Report, the Board questioned whether FCIC may be nearing a saturation point where the potential for cost effectively adding new crop programs is limited. However, as new industries emerge as legitimate agricultural enterprises, RMA continually monitors the need for additional coverage options for these developing industries.

The growth of specialty crop programs can be measured by the frequency with which new and/or revised product offerings for specialty crops are considered by the Board. During calendar year 2009 alone, the Board was presented with new or modified products for the following specialty commodities: apiculture, avocados, citrus, dry peas & lentils, fresh market beans, strawberries, sugar beets, sugarcane, and tobacco.

Each year RMA responds to a number of commodity organizations and industry representatives who either desire a new Federal crop insurance product or an enhancement to the existing coverage options. Enhancement requests often focus on revenue coverage, which was first made available to the major commodities (e.g., corn, soybeans) beginning in the mid-1990's and bases coverage on values obtained from commodity futures exchanges. These major commodities have since experienced a rapid shift from yield based to revenue coverage over the past decade which is evidence of the demand for revenue coverage among agricultural producers. However, there is no such comparable price discovery mechanism for specialty crops, and therefore development of a viable revenue insurance product is much more difficult. Nevertheless, RMA remains committed to exploring all options for possibly providing revenue coverage to specialty crops.

Overall participation in specialty crops programs is quite good at 75%. This compares favorably to the participation levels for the major program crops of 83%. Important fruit, nut and vegetable states California (71%), Florida (91%), and Washington (68%) each score well.

For example, the Board recently approved a new revenue coverage product, Actual Revenue History (ARH), for cherries, navel oranges and strawberries. Given its design, the ARH product is most appropriate for fresh fruit and perishable commodities. Conversely, the applicability of ARH beyond this niche can be problematic because basic assumptions of the ARH design are violated.

In considering new crop programs designed to benefit specialty crop producers, RMA and the Board are faced with the challenge of allocating limited resources across competing interests. This task has become more challenging given the requirements of Office of Management and Budget Memorandum, “Budget Discipline for Agency Administrative Actions”, dated May 23, 2005, commonly known as PAYGO requirements, and RMA’s relatively static operational budget. Further, expanding existing specialty crop programs to additional growing areas also requires meeting PAYGO requirements because these expansions are discretionary actions. Thus, without a corresponding reduction, or savings, in another part of the crop insurance program or in another USDA program, new and/or expanded programs cannot be implemented because funding is not available.

Low participation, high loss ratios, and program design limitations learned through the pilot program process have resulted in the Board terminating several crop insurance programs. Program terminations over the past several years include: crambe, processing cucumbers, fresh market beans, raspberries, blackberries, sweet potatoes, and winter squash.

Specialty Crop Definition

The term “specialty crops” is a broad term that is defined differently throughout government. Historically, RMA has reported program participation levels based on the following ten major crops: barley, corn, grain sorghum, peanuts, potatoes, rice, soybeans, tobacco, upland cotton, and wheat. All other crops have often been referred to as specialty crops; however, this classification is no longer consistent with legislation.

The Agricultural Economic Assistance Act of 2001 defined specialty crops as “any agricultural crop, except wheat, feed grains, oilseeds, cotton, rice, peanuts and tobacco.” This broad definition led to various interpretations by Federal agencies and state governments. The definition of specialty crops was refined in the Specialty Crops Competitiveness Act of 2004 (SCCA) as “fruits and vegetables, tree nuts, dried fruits and nursery crops (including floriculture)”. This definition was further refined in the Food, Conservation and Energy Act of 2008 by the inclusion of “horticulture and” in front of the word “nursery” in the SCCA definition.



For the purpose of this report, the more narrow definition from the Food, Conservation and Energy Act of 2008 is used. The Adjusted Gross Revenue (AGR) and AGR-Lite plans of insurance also provide specialty crop coverage. Although it is possible to insure virtually any crop under these two insurance products, the target niche of the AGR portfolio, as well as the bulk of current participation, is within the specialty crop segment.

Appendix A Tables 1 and 2 contain a listing of specialty crops as provided by USDA. These tables also depict each crop's status within the Federal crop insurance program and denote individual crop coverage separately from whole farm AGR coverage. This list is not intended to be all-inclusive, but rather is intended to give examples of the most common crops.

New Product Development Process

The Act has established two pathways for the development of new crop insurance programs; internal products developed under contract and external products submitted through the procedures in section 508(h) of the Act. Once the program materials are developed, both the internal and external products undergo the same approval process. The approval process includes a great deal of oversight, is intensive and can take up to a year to complete.

Section 522(e)(4) of the Act prohibits new product research and development by the FCIC stating: "...on and after October 1, 2000, the Corporation shall not conduct research and development for any new policy for an agricultural commodity offered under this subtitle." Instead Section 522(c) of the Act provides contracting authority stating: "the Corporation may enter into contracts to carry out research and development."

Section 508(h) of the Act provides a mechanism whereby a private sector entity can propose an insurance plan to be added to the FCIC portfolio of products stating: "...a person (including an approved insurance provider, a college or university, a cooperative or trade association, or any other person) may prepare for submission or propose to the Board other crop insurance policies and provisions of policies; and rates of premiums for multiple peril crop insurance..."

The Food, Conservation, and Energy Act of 2008 provided for an enhancement to the 508(h) process whereby the Board can choose to approve an advance partial payment for the development of a new product. Section 522(b)(2)(A) states "...the Board may approve the request of an applicant for advance payment of a portion of reasonable research and development costs prior to submission and approval of the policy by the Board under section 508(h)."

508(h) products approved by the Board are generally eligible for federal subsidies; and the private submitter is eligible for reimbursement of the development cost. If the private submitter continues to provide support for the product, they are eligible to bill for maintenance costs during an initial four year period. They can, at any point, relinquish support of the product thus surrendering any additional year's maintenance fees.

All new products must be approved by the Board through a rigorous set of procedures. The initial step in the approval process is to submit complete program materials – policies, actuarial materials, etc. – to the Board. The Board then must choose whether or not to move the product

forward for an independent external review. The external reviewers are selected by the Board from a pre-approved pool of applicants with professional knowledge and experience in crop insurance principles and actuarial science. Generally, five reviewers are selected for each proposed product.

Each reviewer will typically highlight areas of potential weakness or suggested improvement within the product. It is incumbent upon RMA or the private submitter to address the issues identified by the external reviews. Once these issues have been addressed, the product is eligible to return before the Board for approval. In certain instances the issues raised by the external reviewers may require substantial program changes, in which case the product must be reviewed for a second time.

The speed at which a product progresses through the approval and implementation process is contingent upon many factors. The most critical factor, however, is the quality and thoroughness of the submission package presented to the Board, and the responsiveness of the submitter to issues raised by the Board and the reviewers.

Approved products are generally implemented as pilot programs and are not published in the Federal Register. The Act provides pilot authority as a mechanism to test either new insurance designs or to cover crops which were previously uninsurable in the program. Section 523(a)(1) of the Act states: "...the Corporation may conduct a pilot program submitted to and approved by the Board under section 508(h), or that is developed under subsection (b) or section 522, to evaluate whether a proposal or new risk management tool tested by the pilot program is suitable for the marketplace and addresses the needs of producers of agricultural commodities."

Legislation also prohibits FCIC from offering a pilot program that would compete with coverage that is already generally available in the private sector. The Act states: "...the Corporation shall not conduct any pilot program that provides insurance protection against a risk if insurance protection against the risk is generally available from private companies."

Pilot programs are sometimes limited in scope so that during the pilot phase the program can be tested for effectiveness while limiting exposure. Pilot programs are more adaptable than permanent programs because changes can be made without going through the full regulatory process which involves a proposed and final rule. If proposed pilot changes are material in nature they require formal Board action.

Pilot programs generally operate for four years, but this period could be longer in order to allow maximum flexibility to test and enhance a new product. During this pilot period the program is monitored by RMA to assess whether the program is operating as intended and make adjustments as needed to assure program viability. At the conclusion of the pilot period the program is evaluated by an independent third party contractor. The review as well as RMA's assessment is offered to the Board. At that time the Board has full latitude to: a) extend the pilot program for additional years; b) authorize conversion of the program to regulatory; or c) terminate the program.

Internal Development of Products for Specialty Crops

In recent years several notable specialty crop programs have been developed through the internal procedure and authority and approved by the Board for implementation.

Quarantine Endorsement Pilot Program

Beginning with crop year 2011, quarantine coverage is available to citrus and avocado growers in the state of California. This product originated from the concerns of various commodity organizations who have expressed interest in an insurance program to cover losses due to quarantines imposed by a duly authorized regulatory body, such as the Animal and Plant Health Inspection Service (APHIS).

The Act limits insurance coverage to loss of production attributable to natural perils or for revenue plans, adverse price movement. Under the statute, RMA has a narrow authority to cover production loss due to quarantine. Specifically, only quarantine coverage due to a natural pest or disease is eligible for consideration. The core quarantine area is defined as the area infected or having a high likelihood to become infected, compartmentalized by the authorized regulatory authority and supported through science.

Production losses attributed to pest infestation, disease, or a declared qualifying quarantine which limits or prohibits harvest, and the ability to transport the insured crop, embody the coverage offered under this endorsement. RMA cannot cover economic losses due to missed marketing opportunities caused by quarantine for crop production not damaged. Additionally, to be eligible for an indemnity a grower must follow best management practices to preserve the crop during the quarantine period. The coverage will not compensate the grower for these potential additional costs.

Actual Revenue History (ARH) Pilot

The ARH insurance design has many parallels to the widely available Actual Production History (APH) Plan of Insurance, with the primary difference being that instead of insuring historical yields, this plan insures historical revenues. Beginning in crop year 2009 an ARH program for cherries was approved by the Board. Subsequently, ARH programs for citrus (navel oranges) and strawberries were approved with coverage beginning in crop year 2011 and 2012, respectively.

Providing revenue coverage to crops that lack a public, centralized price discovery mechanism such as a commodity futures exchange is exceedingly challenging. Current FCIC revenue

ARH-Cherry Participation

The ARH-Cherry pilot program was implemented for crop year 2009. Participation in the first year program was strong with almost 1,750 policies sold; this represents a slight increase to the policy count from the 2008 crop year in the now terminated pilot dollar plan of insurance. Over 50,000 acres of cherries were insured for crop year 2009. Washington leads the way with approximately 23,000 acres insured followed by California at just over 20,000 acres. These two largest cherry producing states had participation scores of 70% and 75%, respectively.

coverages (Revenue Assurance (RA) and Crop Revenue Coverage (CRC)) use a futures price to provide intra-season price protection. A predetermined methodology is used to develop the projected harvest price prior to planting, based on the harvest futures contract (December corn futures on the Chicago Board of Trade). This same contract is later used to determine the actual harvest price for the commodity during the harvest period. These prices are used to calculate a grower guarantee and determine any potential grower indemnity.

ARH is different than this traditional FCIC revenue coverage in that it guarantees an average of historical grower revenues. Like other revenue coverage, the ARH plan does not intend to provide inter-season price protection because doing so will allow for adverse selection. However, for perishable crops, stocks are not carried over across growing seasons so, absent significant supply or demand shocks, expected prices remain relatively stable across years. In this environment, an average of historical prices (or grower revenues) is a reasonable predictor of future prices (or grower revenues). The ARH plan provides for an adjustment mechanism in the event that a significant market change or “shock” is observed prior to the sales closing date. It is believed that this adjustment will be relatively rare for fresh market, perishable crops.



Regional Offices

Educational efforts are an important component to the delivery of crop insurance and are especially important for first year programs. From a grower perspective, the RMA Regional Offices are the face of the organization and play a critical role in these efforts. During the ARH-Cherry pilot program implementation these offices sponsored grower training sessions to promote education and assist growers through this transition year.

The ARH niche may be best determined by examining all available pricing information. In general the initial ARH commodities share common pricing traits:

- The overall availability of price information is thin, thus limiting a grower’s ability to select against the offer.
- Growers do not possess additional price information through a contracting arrangement or some other micro level outlet.

- Grower harvest price will likely be a function of the overall production of the region, often inversely correlated.
- The short term average of historical prices is a reasonable predictor for future prices.

For fresh market, perishable crops, an average of historical revenues can provide a reasonable estimate of expected future revenues, and therefore serve as the basis for the insurance guarantee. This is the conceptual basis for the ARH program design. However, for other crops (e.g., storable commodities, etc.) this assumption is less tenable.

Private Sector Initiatives for Specialty Crops

Section 508(h) of the Act authorizes the FCIC to reimburse private entities for research, development, and maintenance costs if they develop an insurance program that is approved by the Board. In recent years several new specialty crop programs have originated utilizing this developmental pathway.

Processing Pumpkins

- Approved for the 2009 crop year with coverage available in 11 counties in Illinois.
- Provides APH based coverage for irrigated and non-irrigated processing pumpkins.
- Pumpkins must be grown under contract with a processor.
- The program potentially covers 95 percent of all processing pumpkin production.

Apiculture

- Approved for the 2009 crop year with coverage available in Alabama, Arizona, California, Colorado, Florida, Georgia, Idaho, Kansas, Minnesota, Missouri, Montana, Nebraska, New Mexico, New York, North Carolina, North Dakota, Oklahoma, Oregon, Pennsylvania, South Carolina, South Dakota, Texas, Utah, Virginia, and Wyoming. A group risk program that insures honey production.
- Uses the same indexes, technology, methodology, and rating methods that are currently being used for the Pasture, Rangeland, and Forage (PRF) Rainfall Index and Vegetation Index pilot programs.
 - The Rainfall Index is based on weather data collected and maintained by National Oceanic and Atmospheric Administration's (NOAA) Climate Prediction Center. The index reflects how much precipitation is received relative to the long-term average for a specified area and timeframe.
 - The Vegetation Index is based on the U.S. Geological Survey's Earth Resources Observation and Science normalized difference vegetation index data derived from satellites observing long-term changes in greenness of vegetation.
- Honey production was demonstrated to be directly dependent upon forage growth/productivity, which is the basis for the PRF pilot programs.



Plantain and Banana

- Approved for the 2009 crop year with coverage available in Puerto Rico only.
- Only covers losses due to damage from a tropical cyclone classified by the National Hurricane Center in Miami as a hurricane.
- The program potentially covers approximately 98 percent of plantain and banana producers.



Sugarcane

- Approved for the 2009 crop year with coverage available in Louisiana.
- Group risk crop insurance plan that does not rely on an individual's actual production to determine whether an indemnity is due.
- Designed to provide insurance benefits comparable to other group risk crop insurance programs administered by FCIC.
- Uses yield and price data from the National Agricultural Statistics Service (NASS) and planted acres data from the Farm Service Agency (FSA).
- Protects against reduction in sugarcane yields occurring resulting from unavoidable natural events.

Fresh Market Beans

- Approved for the 2011 crop year with coverage available in New York, North Carolina and Virginia.
Provides Actual Production History based coverage.
- Eligible producers must provide four years of fresh market bean production records.

Planned Specialty Crop Research and Development

The FCIC is required to enter into contracts for research and development rather than directly performing those duties. Prior to entering into a contract for these research and development initiatives, RMA must consult relevant commodity organizations. These organizations provide RMA information with regard to producer interest in crop insurance programs as well as comments on policy structure or other risk management options available. If sufficient interest is indicated, a contract may be awarded to begin research and development for a new commodity. The development may be preceded by a feasibility report.

In the upcoming year, RMA plans to assess the insurance potential for a number of crops. Most commodity organizations seeking a FCIC pilot program for the first time request the APH plan of insurance because this offers the grower individual yield based coverage. However, for a commodity to be insurable under this plan, certain basic characteristics must be demonstrated. The commodity must have established cultivars, reasonably well defined farming practices,

developed markets and known perils. Establishing a commodity risk profile involves research and data collection in these areas. Typically USDA agencies, universities, commodity organizations and private companies provide this type of information and research.

Biofuel Crops

RMA will explore several underdeveloped crop industries that hold some potential for future development, especially in the biofuel arena. Insurance coverage availability may be an important factor to assist in the development of these industries. RMA continues to monitor the emergence of industries related to cellulosic ethanol production and will commission a research report in the near future to examine these industries.

Pistachio Nuts

RMA has initiated development of an APH program to insure pistachio nuts. A feasibility study on developing crop insurance for pistachios conducted in 1995 concluded that pistachio growers had little interest in crop insurance. While a privately available insurance product was available at one time, participation in the program had greatly declined. Instead, pistachio growers recently indicated a strong interest in a FCIC multiple peril crop insurance program. Many pistachio growers are diversified nuts growers who use FCIC products for other commodities. RMA conducted a Notice of Intent to Research Feasibility/Develop Insurance for Pistachios during calendar year 2009 and received several favorable comments from the industry.

Pistachio nuts, unlike some specialty commodities, do not lack for a market. In 2008, there were 118,000 bearing acres of pistachios, production was 139,000 tons, and the pistachio utilized crop value was 550 million dollars. The majority of production occurs in California where pistachio nuts rank as the 16th largest cash value crop for the state and the fifth largest fruit/nut crop.



Revenue Coverage

Research and development of revenue coverage remains a high priority for RMA in the upcoming years. The ARH plan of insurance is the newest design to provide growers with revenue coverage.

RMA intends to fully utilize the pilot phase of the current ARH programs to monitor performance. The pilot phase is a valuable period where RMA has the opportunity to evaluate new program functionality and ensure that the program is operating as intended. Part of the process allows for an assessment of whether grower needs are being met in a fair and appropriate

manner. This evaluation process allows for RMA to make minor program adjustments while the scope is still relatively minor and the policy is not yet codified.

RMA is aware of several commodity groups that have interest in the ARH design beyond the crop segment where the program is currently targeted--fresh market, perishable crops. For these targeted perishable crops it is believed that an average of historical revenues can provide a reasonable estimate of expected future revenues, and therefore is the basis for the insurance guarantee. This is the conceptual basis for the ARH program design. However, for other crops (e.g., storable commodities, etc.) this assumption is less tenable. If the price is reasonably predictable and this projected price does not track well with a short term moving average, then the ARH plan is likely a poor fit.

RMA is evaluating several of these crops on an individual basis to best determine the most appropriate crop list for the ARH niche.

Named Peril Weather Insurance



RMA recently developed a new insurance design called Named Peril Weather Insurance (NPWI), which offers growers an innovative and unique form of coverage based on specific weather events. This product would allow individual producers to “select” up to five weather perils and perilous windows (or periods). Both the suite of weather perils insured and the monitoring location (weather stations) are elected by individual

producers. At sign-up, the insured defines critical time periods (start and end dates) and weather conditions (amounts of precipitation, temperatures, or degree-days) to be insured. Input about the potential extent of losses from each peril (i.e., a loss function) is also supplied by the producer.

This design has many attractive features, one being that many different crops could potentially be covered under the same design. This is an important factor in terms of development and maintenance costs relative to the total number of growers and crops potentially impacted. Each crop initially considered under this design individually comprises a small percentage of total

farm receipts nationally. However, collectively these twenty plus crops could impact up to one-half billion in total farm receipts.

During the final stages of development, RMA became aware that several private sector companies were offering similar coverage. Under Section 523 (a) (2) of the Act "...the Corporation shall not conduct any pilot program that provides insurance protection against a risk if insurance protection against the risk is generally available from private companies." This prohibition is applicable only to products developed by RMA.

These private sector companies, which traditionally offer weather based coverage options for other industries and/or events, are still adapting their products to meet the needs of agricultural producers; nonetheless this coverage was determined to be generally available. At the request of several private companies and in compliance with the statute, NPWI was tabled until such a time that it can be determined whether the private products are meeting the needs of specialty crop growers. RMA will continue to monitor the status of the privately available products to assess whether the NPWI product development can continue.

Crop Program Expansion

Federal crop insurance is administered at the county level. In some cases a regulatory crop insurance program may already exist, however coverage may not be available in a particular county. The expansion of crop programs to additional counties may become necessary, for example, when acreage shifts to a new growing region. Generally, crop program expansion is an annual event that takes place before the contract change date for the particular crop. For most crops, specialty crops included, the key factors in determining whether a crop program will be established in the county are:

- significant grower interest in having insurance protection;
- the economic significance of the crop;
- sufficient data on which to establish a program;
- acceptable risk assessment; and
- available offsets to satisfy the PAYGO requirements.

Program expansion requests are most normally initiated by producers at the local level and channeled through RMA's Regional Offices. RMA gathers production data and information to evaluate the requirement for actuarial sufficiency. Additional cost estimates are prepared and all information is presented to the RMA Administrator who has authority to determine county crop program expansions.

While crop insurance provides producers the option to obtain more protection than through the Non-insured crop disaster Assistance Program (NAP), and reduces their reliance on *ad hoc* disaster assistance, expansion also increases FCIC's discretionary and mandatory spending. Expansions are only approved after the appropriate offsets have been determined in compliance with PAYGO requirements. Until a county expansion is approved, growers also have the option of applying for a written agreement on most regulatory programs.

Improving Current Specialty Crop Programs

The Participation Report suggests that continued refinement of current FCIC programs to address producer needs is a sound use of RMA resources and may well increase market penetration for these crops that already have crop insurance coverage. These refinements occur both as part of the product development process as well as within the regulatory process. RMA converted the California Avocado Program to an APH program for crop year 2010 and is in the process of converting the Chile Pepper Dollar Plan of Insurance to an APH program. Both conversions occurred as the result of a pilot program evaluation and subsequent Board action.

The regulatory process allows for program refinement and improvement for all crop programs, including specialty crops. Two high profile specialty crops, wine grapes and table grapes, were recently revised through the regulatory process with new policies going final rule for crop year 2010. Wine grape production has increased throughout the country in recent years and many varieties previously grown only in California are now produced around the country. A key feature of the new policy is to offer varietal coverage in other states similar to what was available in California under the previous policy.



Nursery

Nursery, by the definition in the Act is a specialty crop, and is currently entering the regulatory refinement process. Nursery is a far-ranging and diverse industry which challenges traditional crop insurance designs. Thus, the Federal crop insurance nursery program utilizes a unique product design. Instead of insuring a percentage of average historical production or a percentage of average historical revenue, typical of most FCIC products, the nursery program is an asset-based form of insurance coverage. This coverage does not include protection due to plant price fluctuation. Nursery crop insurance is available in all States to all persons operating nurseries that meet certain criteria. In crop year 2008, nationwide coverage was approximately 4 billion dollars with Florida as the number one state at just over 1.25 billion dollars in liability.

Nursery crop insurance is available in all States to all persons operating nurseries that meet certain criteria. Field grown and container grown plants are provided coverage against damage resulting from insurable causes of loss occurring during the insurance period. The insurable causes of loss are similar to those covered under multiple peril crop insurance policies which are most generally adverse weather events such as freeze and hurricane.

The underwriting process for nursery is intensive and detail oriented. For the 2010 crop year, there are approximately 25,500 insurable plants as contained on the Eligible Plant List and Plant Price Schedule (EPLPPS) which is published by FCIC. At application, each insured nursery

grower must submit a Plant Inventory Value Report (PIVR), the nursery wholesale catalog or price list, and a Crop Inventory Value Report (CIVR) to the insurance provider. These reports are used in the guarantee determination process.

RMA is currently soliciting for proposals for an evaluation of the nursery program. The solicitation for proposals closes in early March, 2010.

Adjusted Gross Revenue (AGR)

AGR first debuted in the FCIC portfolio of products back in crop year 1999. AGR is whole farm revenue coverage with the guarantee derived primarily from historical farm revenue reported on producer tax forms. The plan provides producers with protection against low revenue from natural causes (production loss) and also due to market fluctuations (price decline). AGR insures historical income from agricultural commodities, as well as income from animals, animal products, and aquaculture species reared in a controlled environment. In general AGR is targeted at specialty crops and/or small crops which do not have individual crop coverage options.

There was rapid expansion of the AGR program during the first half of the decade and considerable positive momentum surrounding the plan. In addition to the AGR pilot plan there was a 508(h) submission-AGR-Lite which began in crop year 2003. AGR-Lite is very closely modeled off the AGR plan, loosening only a few underwriting requirements, and lessening the maximum amount of coverage. Participation as measured in policy count peaked in crop year 2003 with just over 1000 policies earning premium. In recent years interest in the program has diminished and participation has faded to approximately 850 policies earning premium for crop year 2008 and slightly fewer than 800 for crop year 2009.



RMA commissioned an independent study to determine if there were reasonable improvements which would increase interest in the plan. Their study concluded there were many challenges facing AGR which include:

- Producer reservations to submit tax records for insurance;
- Complex and paperwork intensive;
- AGR provides a relatively low level of coverage and is often viewed as catastrophic coverage;
- Lack of interest in whole farm coverage; and
- Delay with potential indemnities.

Many of these suggestions were difficult to implement without initiating a fundamental change to the AGR methodology. While RMA continues to examine possible improvements to the

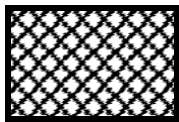
program; it is appropriate to acknowledge AGR as a niche product. As a niche product it is unfair to assume AGR can provide a solution to all crops currently lacking coverage. However, when properly understood AGR brings value to a minor segment of the current population of insureds.

Summary

Managing growth, expansion and refinements to specialty crop programs within a tight operational budget will be a growing challenge for the Board and the leadership of RMA in the coming years. However, RMA has positioned itself well by developing broad concepts such as ARH and NPWI that have the potential to impact multiple crops using the same general concept.

As a benchmark to establish current participation rates for specialty crops, please see the attached RMA/NASS Specialty Crop Comparisons Tables and Maps. RMA acres are calculated using both CAT and buy-up level participation. The NASS acres were used as the complete population of cropped acres. In rare instances, NASS data were not published for a particular crop/state combination and were filled with 2007 agricultural census data. In other rare instances RMA acres exceeded NASS acres and the participation rate was capped at 100%. At the aggregate level this is only an issue for the California raisin crop where acreage reporting is difficult because raisins are an end use of the larger grape crop.

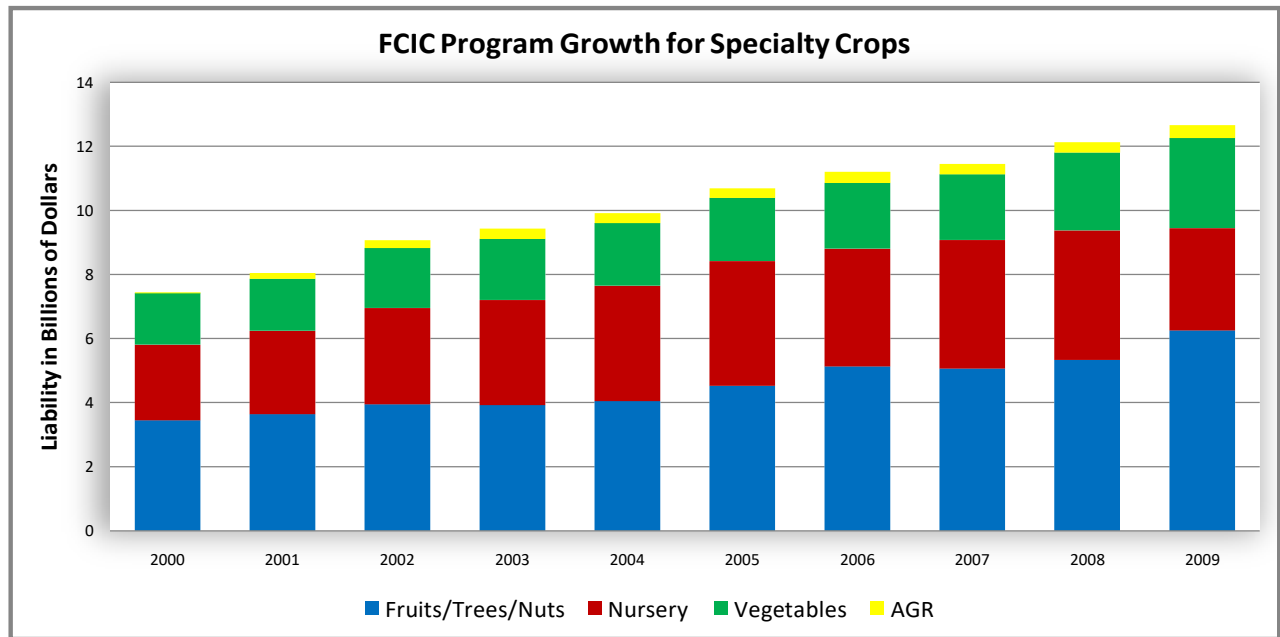
The first two pages display tables with aggregate information by crop and by state. The pages following contain a series of national maps for each crop which display state level participation percentages. The final pages detail the acreage amounts on a crop/state basis. Overall participation in specialty crops programs is quite good at 75%. This compares favorably to the participation levels for the major program crops of 83%. Important fruit, nut and vegetable states California (71%), Florida (91%), and Washington (68%) each score well. In addition, the north central region of the country where many of the pulse crops are grown; Minnesota (84%), Montana (83%), North Dakota (96%) and South Dakota (79%) all boast high participation rates.



FCIC PROGRAM GROWTH FOR SPECIALTY CROPS

Liability in Billions of Dollars by Year

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
AGR	0.009	0.189	0.245	0.322	0.307	0.308	0.354	0.326	0.325	0.400
Vegetables	1.611	1.621	1.866	1.904	1.953	1.969	2.048	2.048	2.430	2.819
Nursery	2.357	2.599	3.006	3.283	3.598	3.888	3.674	4.010	4.037	3.187
Fruits/Trees/Nuts	3.452	3.642	3.952	3.924	4.052	4.528	5.130	5.067	5.337	6.256
Summary	7.429	8.052	9.069	9.433	9.910	10.693	11.206	11.451	12.129	12.662



Appendix A, Table 1 – List of Plants Commonly Considered Fruits and Tree Nuts

Almond*	Grape (including raisin)*
Apple*	Guava**
Apricot*	Kiwi**
Avocado*	Litchi**
Banana*	Macadamia*
Blackberry**	Mango**
Blueberry*	Nectarine*
Breadfruit	Olive**
Cacao	Papaya*
Cashew	Passion fruit**
Citrus*	Peach*
Cherimoya**	Pear**
Cherry*	Pecan*
Chestnut (for nuts)**	Persimmon**
Coconut	Pineapple
Coffee*	Pistachio**
Cranberry*	Plum (including prune)*
Currant	Pomegranate**
Date**	Quince**
Feijou	Raspberry**
Fig*	Strawberry***
Filbert (hazelnut)**	Suriname cherry
Gooseberry**	Walnut*

* Individual Crop Insurance Plan

** AGR Crop Insurance Plan

*** Individual Crop Insurance Plan Pending Implementation

Appendix A, Table 2 – A List of Plants Commonly Considered Vegetables

Artichoke**	Mustard and other greens**
Asparagus**	Okra**
Bean* Snap or green Lima Dry, edible	Pea* Garden, English or edible pod
Beet, table**	Onion*
Broccoli (including broccoli raab)**	Opuntia
Brussels sprouts**	Parsley**
Cabbage (including Chinese)**	Parsnip**
Carrot**	Pepper*
Cauliflower**	Potato*
Celeriac**	Pumpkin*
Celery**	Radish (all types)**
Chive	Rhubarb**
Collards (including kale)**	Rutabaga**
Cucumber**	Salsify
Eggplant**	Spinach**
Endive**	Squash (summer and winter)**
Garlic**	Sweet corn*
Horseradish**	Sweet potato**
Kohlrabi**	Swiss chard**
Leek**	Taro
Lettuce**	Tomato (including tomatillo)*
Melon (all types)**	Turnip**
Mushroom (cultivated)**	Watermelon**

* Individual Crop Insurance Plan

** AGR Crop Insurance Plan

RMA/NASS Specialty Crop Comparison

Obs	Crop	RMA	NASS	Percent
1	Almonds	478,380	680,000	70%
2	Apples	236,756	348,200	68%
3	Apricots	7,141	12,380	58%
4	Avocados	37,781	72,500	52%
5	Blueberries	44,055	81,536	54%
6	Cabbage	13,681	70,200	19%
7	Cherries	49,384	81,910	60%
8	Chile Peppers	3,771	15,800	24%
9	Citrus Fruit	786,286	857,041	92%
10	Citrus Trees	21,144	27,300	77%
11	Cranberries	31,616	38,500	82%
12	Dry Beans	1,276,208	1,501,511	85%
13	Dry Peas	999,132	1,171,000	85%
14	Figs	6,002	9,400	64%
15	Grapes	567,492	838,310	68%
16	Green Peas	172,786	224,380	77%
17	Macadamia Nuts	11,837	15,000	79%
18	Nectarines	23,009	32,300	71%
19	Onions	80,040	160,971	50%
20	Peaches	84,354	122,609	69%
21	Pears	35,104	56,000	63%
22	Pecans	156,973	279,450	56%
23	Peppers	9,204	19,000	48%
24	Plums	21,795	29,500	74%
25	Potatoes	834,062	1,065,350	78%
26	Processing Beans	102,542	209,324	49%
27	Prunes	61,752	64,000	96%
28	Pumpkins	6,188	13,100	47%
29	Raisins	249,160	249,160	100%



Obs	Crop	RMA	NASS	Percent
30	Sweet Corn	319,746	577,795	55%
31	Table Grapes	84,691	97,000	87%
32	Tomatoes	326,893	409,250	80%
33	Tropical Fruit	3,784	8,780	43%
34	Walnuts	110,071	223,000	49%
	<i>All Crops</i>	<i>7,252,820</i>	<i>9,661,557</i>	<i>75%</i>

RMA acres were obtained from crop_pol_sum if not in the ins_product table. NASS acres were obtained from 2008 NASS and 2007 Census data sources. RMA entries with < 100 acres and NASS acres = 0 were removed. If RMA > NASS acres then NASS = RMA.

RMA/NASS Specialty Crop Comparison

State	RMA	NASS	Percent
Alabama	6,294	18,320	34%
Alaska	18	800	2%
Arizona	27,087	47,950	56%
Arkansas	1,220	3,000	41%
California	2,163,773	3,033,460	71%
Colorado	101,957	132,270	77%
Connecticut	1,866	7,100	26%
Delaware	20,163	23,812	85%
Florida	628,734	694,041	91%
Georgia	126,298	163,750	77%
Hawaii	15,621	23,780	66%
Idaho	403,216	493,605	82%
Illinois	26,337	54,297	49%
Indiana	7,124	25,500	28%
Iowa	4,178	5,550	75%
Kansas	7,568	11,321	67%
Kentucky	56	380	15%
Louisiana	76	240	32%
Maine	69,426	84,100	83%
Maryland	10,002	24,855	40%
Massachusetts	16,139	26,130	62%
Michigan	263,749	363,050	73%
Minnesota	344,184	410,600	84%
Mississippi	562	13,850	4%
Missouri	8,376	12,300	68%
Montana	291,459	350,810	83%
Nebraska	137,502	154,500	89%
Nevada	5,075	8,400	60%
New Hampshire	1,367	3,800	36%

State	RMA	NASS	Percent
New Jersey	15,386	33,650	46%
New Mexico	39,239	74,602	53%
New York	145,035	206,176	70%
North Carolina	25,253	47,866	53%
North Dakota	1,297,512	1,357,000	96%
Ohio	6,295	39,700	16%
Oklahoma	5,325	22,700	23%
Oregon	95,514	184,350	52%
Pennsylvania	43,420	79,300	55%
Rhode Island	520	1,600	33%
South Carolina	14,152	17,100	83%
South Dakota	21,511	27,189	79%
Tennessee	2,181	5,600	39%
Texas	111,360	216,550	51%
Utah	3,455	6,722	51%
Vermont	1,251	3,900	32%
Virginia	17,294	30,251	57%
Washington	519,303	760,630	68%
West Virginia	2,538	5,950	43%
Wisconsin	170,503	316,800	54%
Wyoming	26,346	32,350	81%
<i>United States</i>	<i>7,252,820</i>	<i>9,661,557</i>	<i>75%</i>

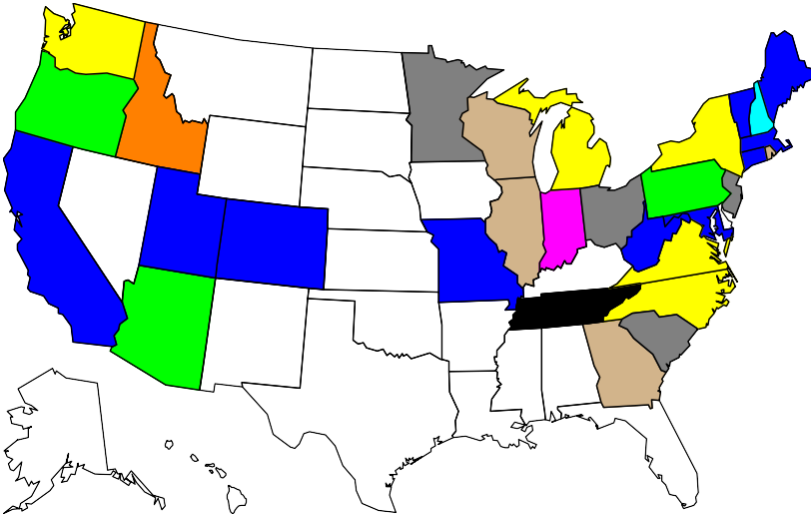
RMA/NASS Specialty Crop Comparison

Almonds



percent 70-79.99%

Apples



percent

	0.01-9.99%		10-19.99%		20-29.99%
	30-39.99%		40-49.99%		50-59.99%
	60-69.99%		70-79.99%		80-89.99%

Apricots



percent 50-59.99%

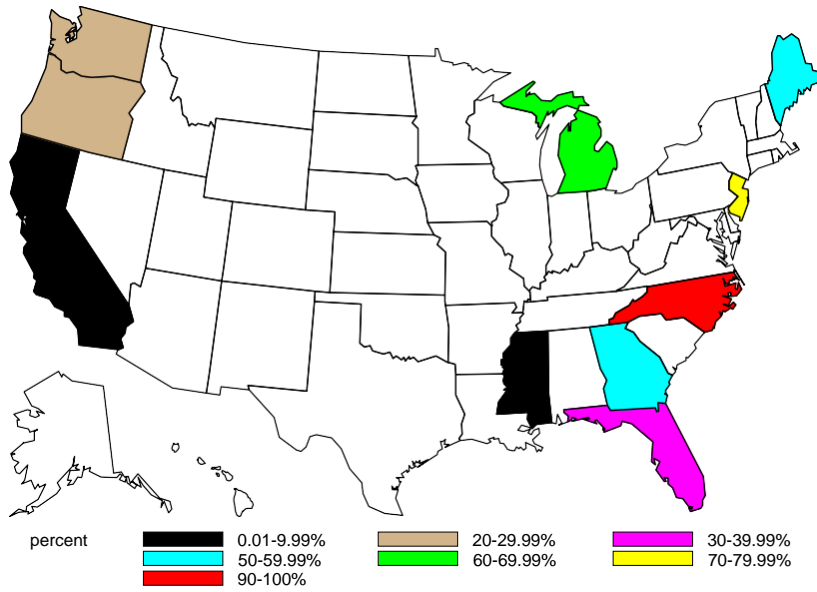
Avocados



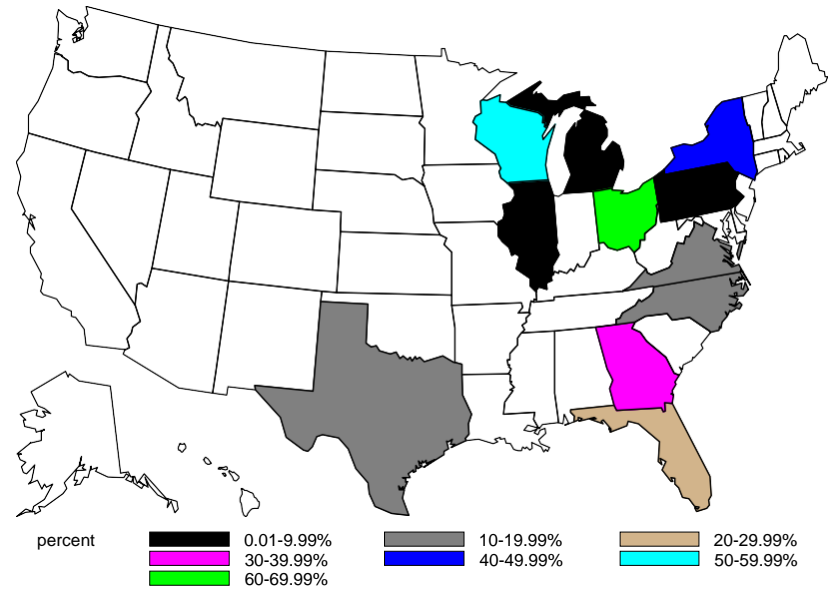
percent 30-39.99% 50-59.99%

RMA/NASS Specialty Crop Comparison

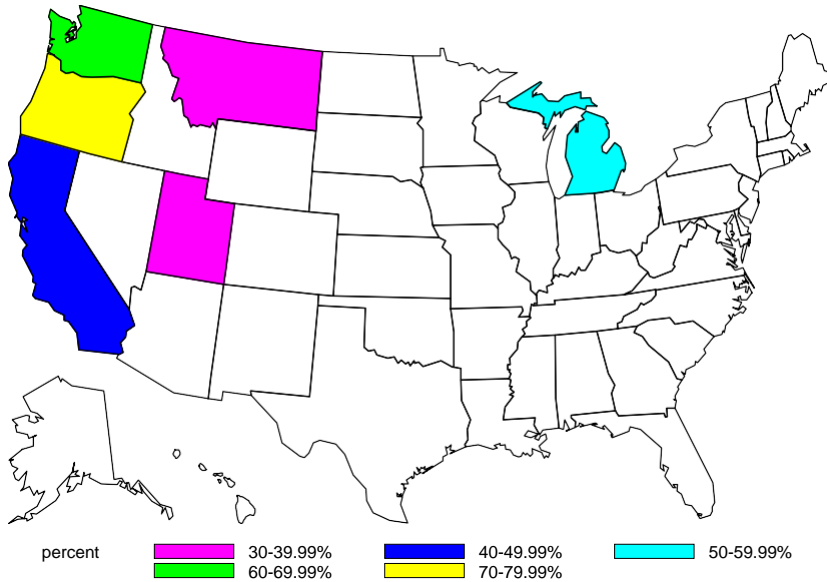
Blueberries



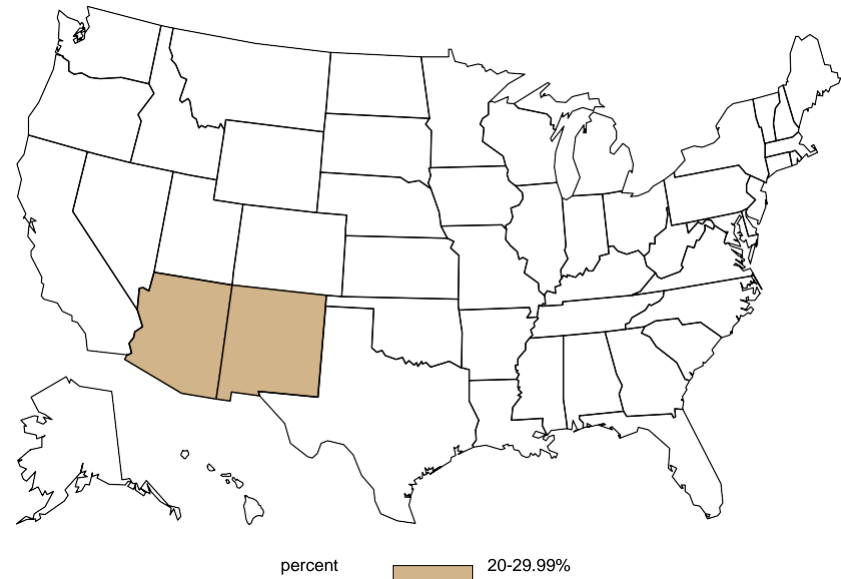
Cabbage



Cherries

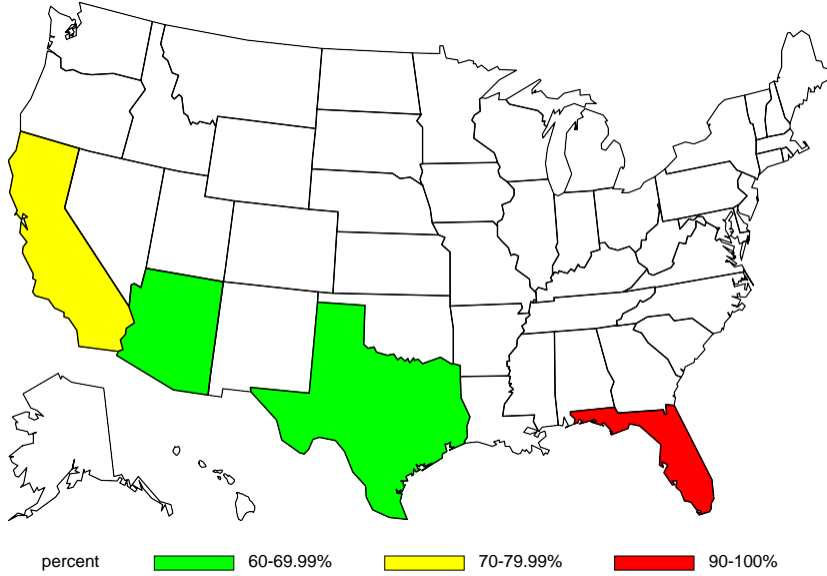


Chile Peppers

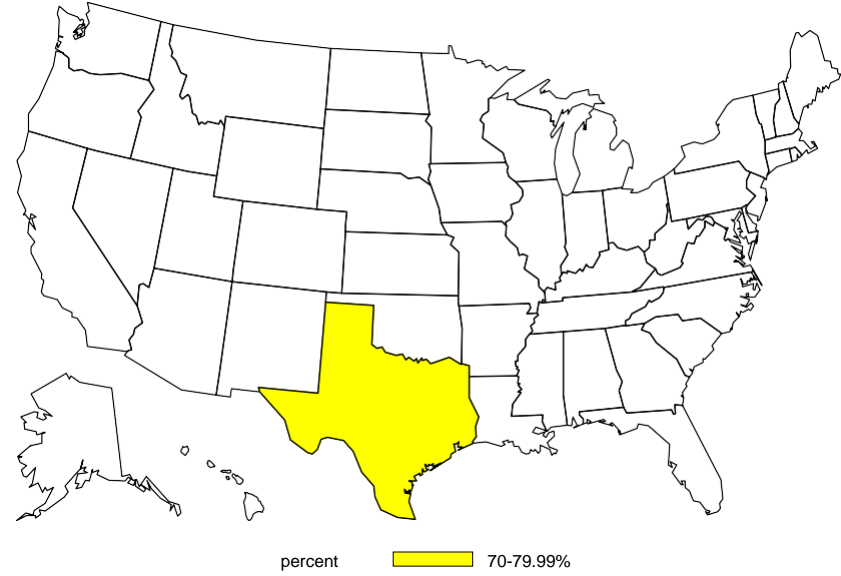


RMA/NASS Specialty Crop Comparison

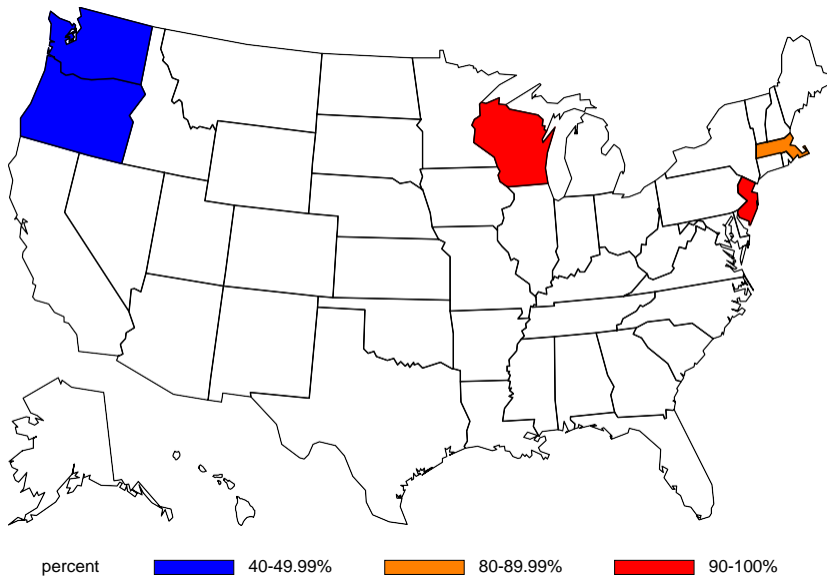
Citrus Fruit



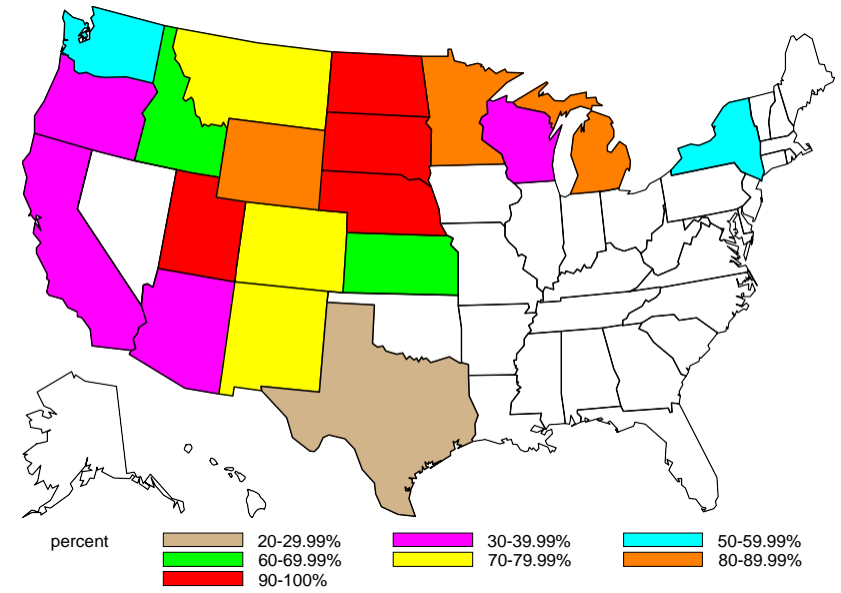
Citrus Trees



Cranberries

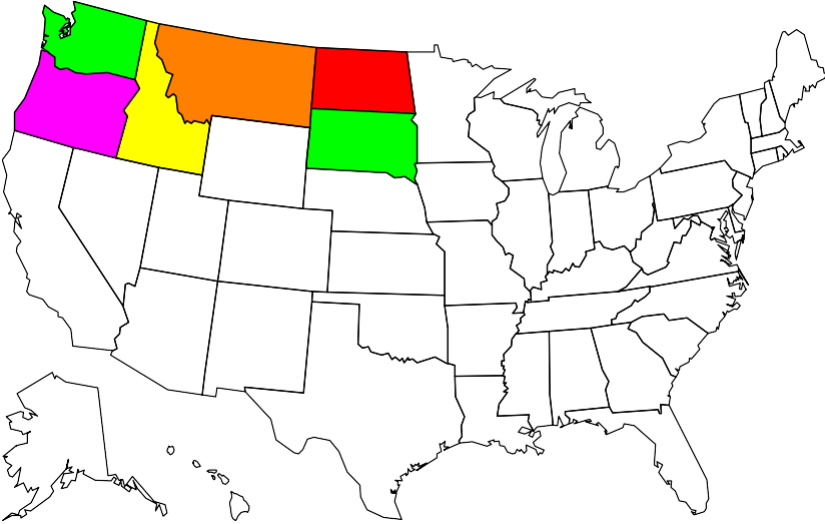


Dry Beans



RMA/NASS Specialty Crop Comparison

Dry Peas



percent

 30-39.99%	 60-69.99%	 70-79.99%
 80-89.99%	 90-100%	

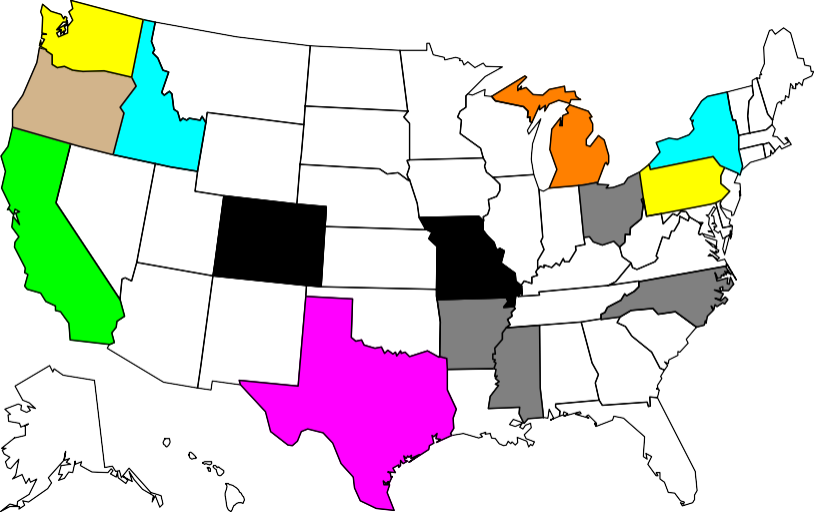
Figs



percent

 60-69.99%
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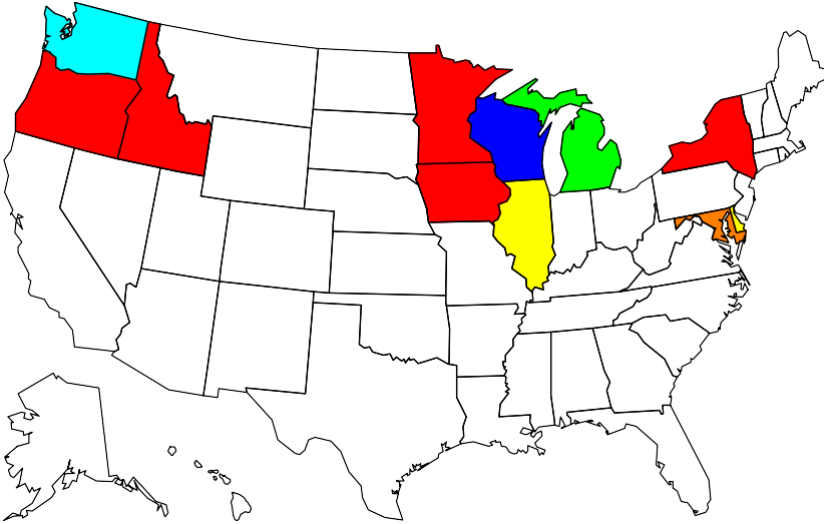
Grapes



percent

 0.01-9.99%	 10-19.99%	 20-29.99%
 30-39.99%	 50-59.99%	 60-69.99%
 70-79.99%	 80-89.99%	

Green Peas



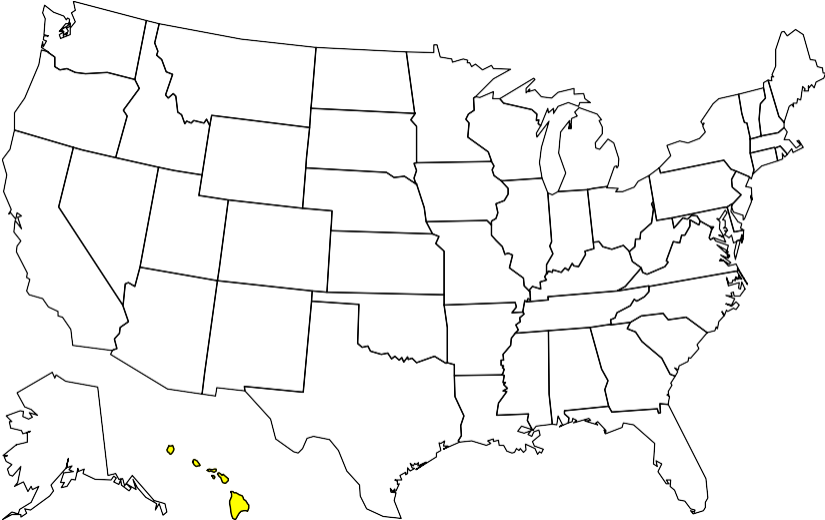
percent

 40-49.99%	 50-59.99%	 60-69.99%
 70-79.99%	 80-89.99%	 90-100%



RMA/NASS Specialty Crop Comparison

Macadamia Nuts



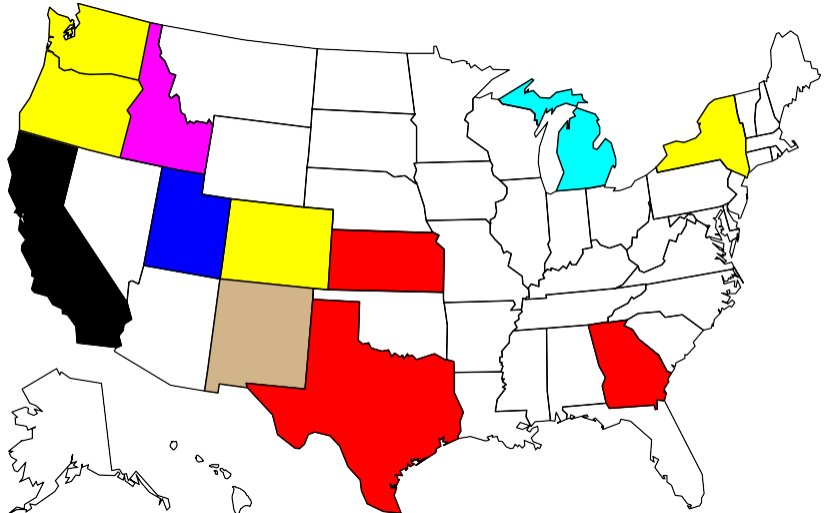
percent 70-79.99%

Nectarines



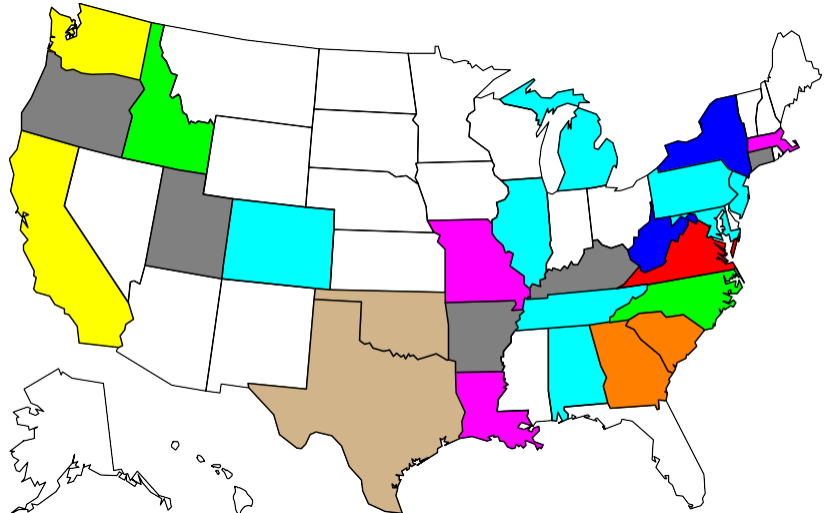
percent 70-79.99% 90-100%

Onions



percent 0.01-9.99% 20-29.99% 30-39.99%
 40-49.99% 50-59.99% 70-79.99%
 90-100%

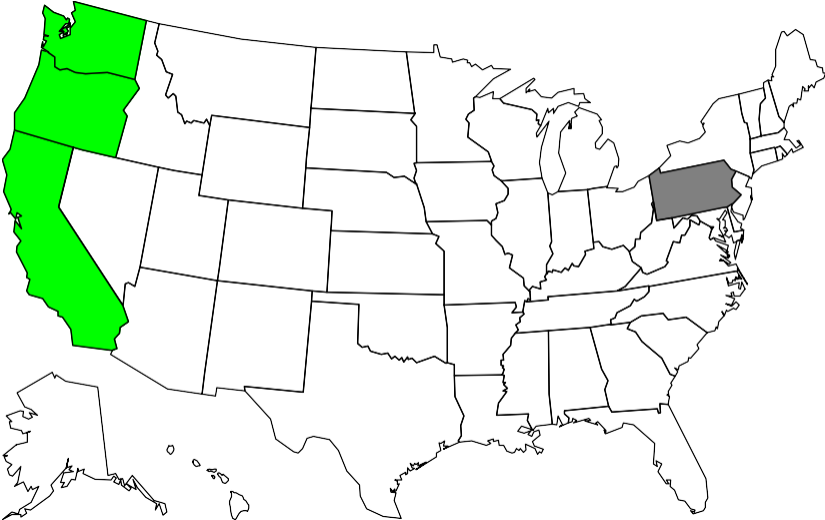
Peaches



percent 10-19.99% 20-29.99% 30-39.99%
 40-49.99% 50-59.99% 60-69.99%
 70-79.99% 80-89.99% 90-100%

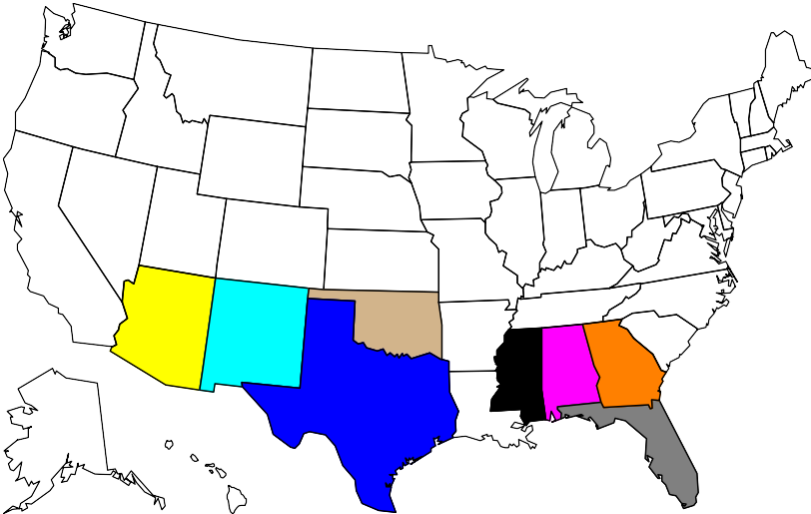
RMA/NASS Specialty Crop Comparison

Pears



percent 10-19.99% 60-69.99%

Pecans



percent 0.01-9.99% 10-19.99% 20-29.99%
 30-39.99% 40-49.99% 50-59.99%
 70-79.99% 80-89.99%

Peppers



percent 40-49.99%

Plums

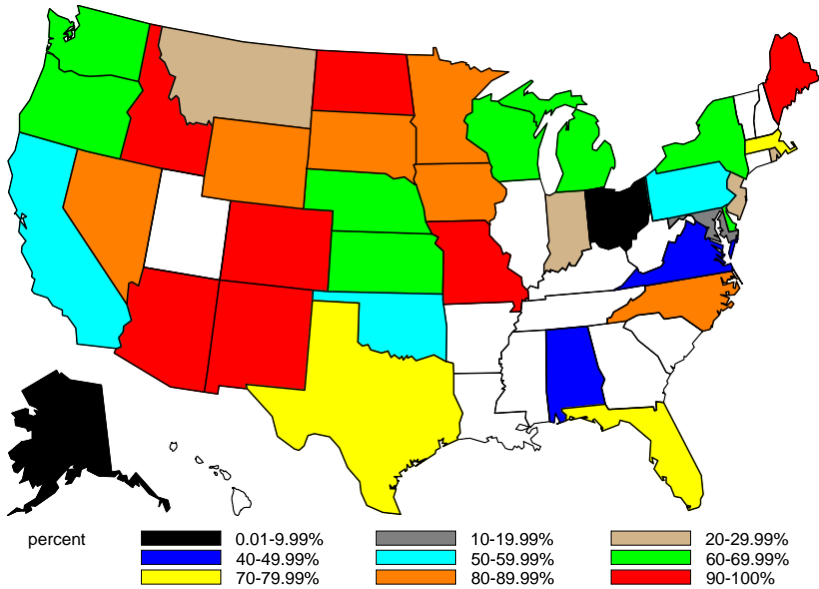


percent 70-79.99%

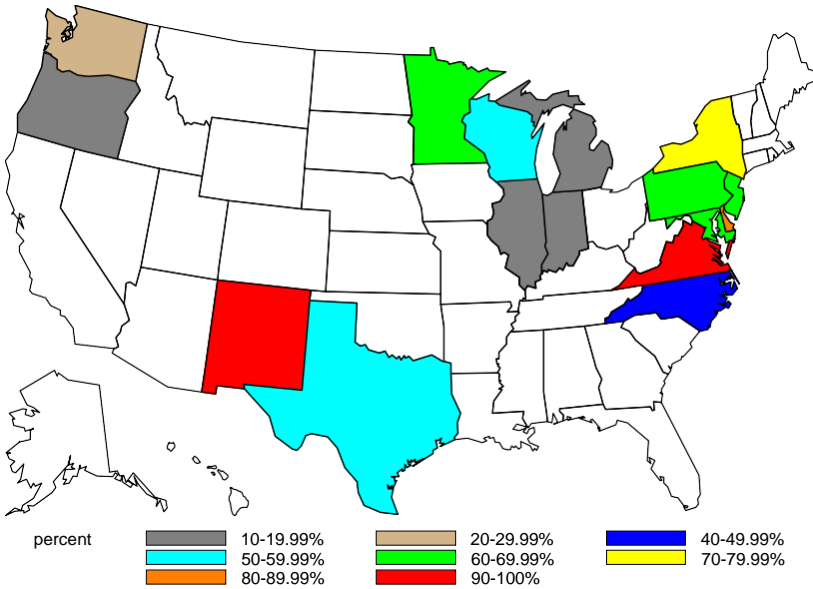


RMA/NASS Specialty Crop Comparison

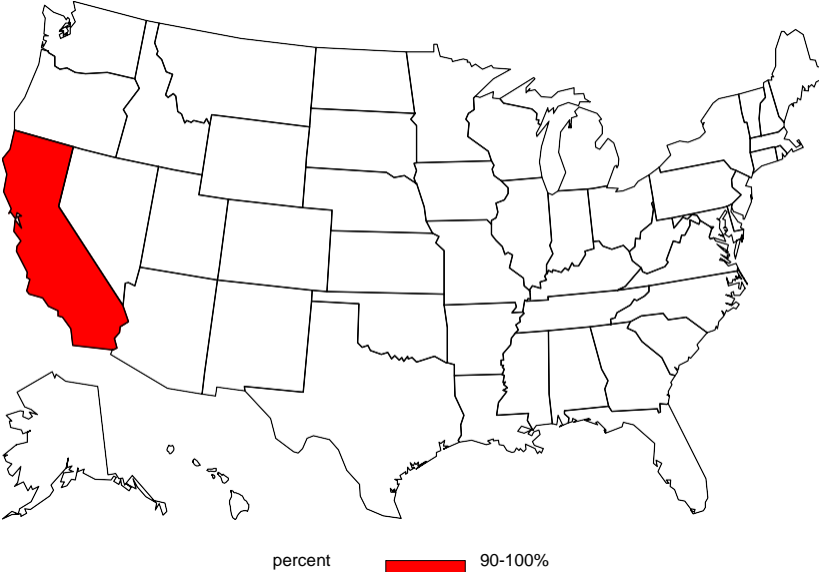
Potatoes



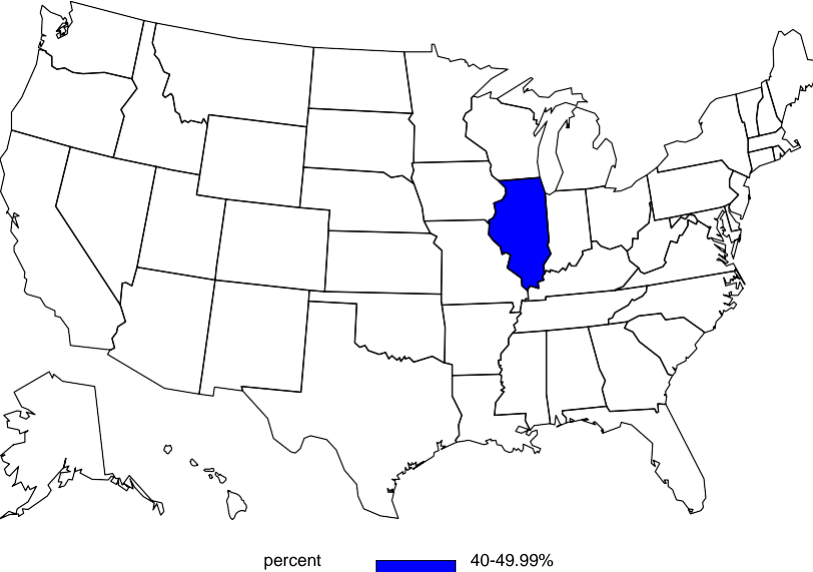
Processing Beans



Prunes



Pumpkins



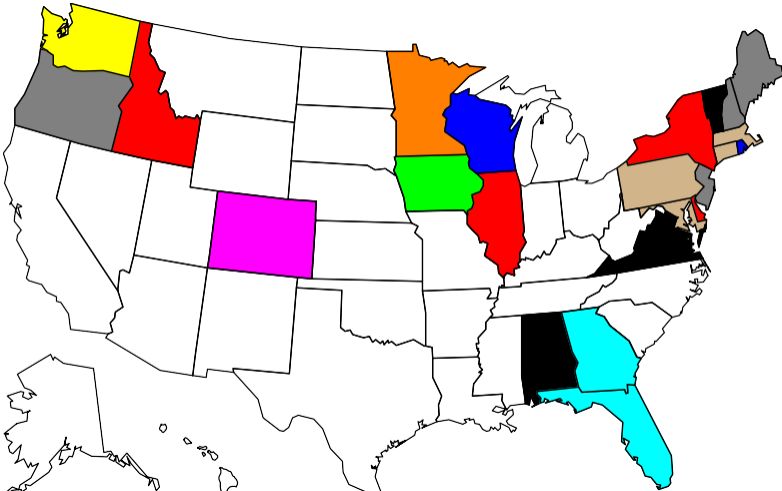
RMA/NASS Specialty Crop Comparison

Raisins



percent ■ 90-100%

Sweet Corn



percent

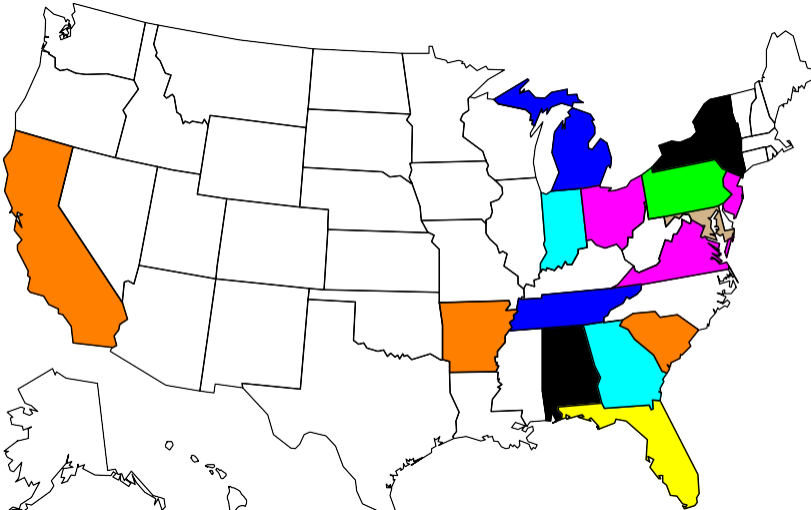
 0.01-9.99%	 10-19.99%	 20-29.99%
 30-39.99%	 40-49.99%	 50-59.99%
 60-69.99%	 70-79.99%	 80-89.99%
 90-100%		

Table Grapes



percent ■ 80-89.99%

Tomatoes



percent

 0.01-9.99%	 20-29.99%	 30-39.99%
 40-49.99%	 50-59.99%	 60-69.99%
 70-79.99%	 80-89.99%	

RMA/NASS Specialty Crop Comparison

Tropical Fruit



percent 40-49.99%

Walnuts



percent 40-49.99%

RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Almonds			Apples			Apricots			Avocados			Blueberries			Cabbage			Cherries		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
Alabama														320							
Alaska																					
Arizona				809	1,200	67%											2,800				
Arkansas																					
California	478,380	680,000	70%	8,324	19,500	43%	6,406	11,100	58%	34,887	65,000	54%	203	2,500	8%		13,900		13,122	27,000	49%
Colorado				562	1,400	40%											2,400				
Connecticut				885	2,200	40%															
Delaware																					
Florida										2,894	7,500	39%	1,130	3,000	38%	2,354	10,400	23%			
Georgia				163	600	27%							4,830	9,500	51%	2,035	6,600	31%			
Hawaii																					
Idaho				2,198	2,600	85%														1,000	
Illinois				592	2,500	24%										0	400	0%			
Indiana				693	2,100	33%															
Iowa																					
Kansas																					
Kentucky																					
Louisiana																					
Maine				1,534	3,100	49%							13,741	23,000	60%						
Maryland				920	1,900	48%															
Massachusetts				1,793	4,000	45%															
Michigan				27,756	36,500	76%							11,337	18,600	61%	156	2,500	6%	4,064	7,200	56%
Minnesota				408	3,000	14%															
Mississippi													230	2,700	9%						
Missouri				872	1,900	46%															
Montana																			227	710	32%
Nebraska																					
Nevada																					
New Hampshire				1,158	2,100	55%															

(Continued)

RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Chile Peppers			Citrus Fruit			Citrus Trees			Cranberries			Dry Beans			Dry Peas			Figs		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
Alabama																					
Alaska																					
Arizona	879	3,500	25%	10,923	17,300	63%							2,066	5,800	36%						
Arkansas																					
California				214,414	270,000	79%							20,453	52,000	39%				6,002	9,400	64%
Colorado													35,489	48,000	74%						
Connecticut																					
Delaware																					
Florida				542,441	542,441	100%															
Georgia																					
Hawaii																					
Idaho													48,078	80,000	60%	53,067	75,000	71%			
Illinois																					
Indiana																					
Iowa																					
Kansas													4,054	6,000	68%						
Kentucky																					
Louisiana																					
Maine																					
Maryland																					
Massachusetts												10,842	13,500	80%							
Michigan														168,275	200,000	84%					
Minnesota														123,547	150,000	82%					
Mississippi																					
Missouri																					
Montana														7,885	11,200	70%	280,299	328,000	85%		
Nebraska														123,890	135,000	92%					
Nevada																					
New Hampshire																					

(Continued)



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Grapes			Green Peas			Macadamia Nuts			Nectarines			Onions			Peaches			Pears		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
Alabama																1,465	2,500	59%			
Alaska																					
Arizona														1,500							
Arkansas	123	700	18%													232	1,300	18%			
California	474,194	689,000	69%							21,711	31,000	70%	3,008	47,000	6%	43,039	56,000	77%	10,288	15,000	69%
Colorado	109	1,170	9%										6,104	8,000	76%	1,269	2,300	55%			
Connecticut																50	400	13%			
Delaware				3,935	5,600	70%															
Florida																					
Georgia													11,305	12,000	94%	8,111	9,500	85%			
Hawaii							11,837	15,000	79%												
Idaho	827	1,490	56%	6,136	6,136	100%							3,413	8,800	39%	765	1,200	64%			
Illinois				7,309	9,500	77%										841	1,600	53%			
Indiana																					
Iowa				1,296	1,350	96%															
Kansas													321	321	100%						
Kentucky																56	380	15%			
Louisiana																76	240	32%			
Maine																					
Maryland				2,388	2,925	82%										315	580	54%			
Massachusetts																139	430	32%			
Michigan	11,622	14,200	82%	1,604	2,650	61%							2,289	4,000	57%	2,439	4,300	57%			
Minnesota				68,902	74,800	92%															
Mississippi	124	650	19%																		
Missouri	91	1,500	6%													637	1,700	37%			
Montana																					
Nebraska																					
Nevada														2,600							
New Hampshire																					

(Continued)



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Pecans			Peppers			Plums			Potatoes			Processing Beans			Prunes			Pumpkins		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
Alabama	4,118	11,000	37%							623	1,300	48%									
Alaska										18	800	2%									
Arizona	9,093	12,350	74%							3,317	3,500	95%									
Arkansas																					
California							21,795	29,500	74%	22,898	38,400	60%				61,752	64,000	96%			
Colorado										56,113	61,600	91%									
Connecticut																					
Delaware										1,143	1,700	67%	11,273	12,700	89%						
Florida	602	5,500	11%	9,204	19,000	48%				20,403	28,500	72%									
Georgia	82,542	96,250	86%																		
Hawaii																					
Idaho										276,353	305,000	91%									
Illinois											5,500		2,410	12,700	19%				6,188	13,100	47%
Indiana										549	2,300	24%	790	5,300	15%						
Iowa										577	650	89%									
Kansas										3,193	5,000	64%									
Kentucky																					
Louisiana																					
Maine										53,825	56,000	96%									
Maryland										481	2,500	19%	3,136	5,100	61%						
Massachusetts										2,149	2,800	77%									
Michigan										28,780	43,000	67%	2,936	15,500	19%						
Minnesota										40,861	50,000	82%	3,090	4,900	63%						
Mississippi	208	10,500	2%																		
Missouri										6,776	7,200	94%									
Montana										3,048	10,900	28%									
Nebraska										13,612	19,500	70%									
Nevada										5,075	5,800	88%									
New Hampshire																					

(Continued)



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																		All		
	Raisins			Sweet Corn			Table Grapes			Tomatoes			Tropical Fruit			Walnuts					
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
Alabama				0	1,900	0%				88	1,300	7%							6,294	18,320	34%
Alaska																			18	800	2%
Arizona																			27,087	47,950	56%
Arkansas										865	1,000	87%							1,220	3,000	41%
California	249,160	249,160	100%		25,000		84,691	97,000	87%	278,975	319,000	87%				110,071	223,000	49%	2,163,773	3,033,460	71%
Colorado				2,311	7,400	31%													101,957	132,270	77%
Connecticut				931	4,500	21%													1,866	7,100	26%
Delaware				3,812	3,812	100%													20,163	23,812	85%
Florida				24,612	45,300	54%				25,094	32,400	77%							628,734	694,041	91%
Georgia				14,984	25,000	60%				2,328	4,300	54%							126,298	163,750	77%
Hawaii													3,784	8,780	43%				15,621	23,780	66%
Idaho				12,379	12,379	100%													403,216	493,605	82%
Illinois				8,997	8,997	100%													26,337	54,297	49%
Indiana					5,800					5,092	10,000	51%							7,124	25,500	28%
Iowa				2,305	3,550	65%													4,178	5,550	75%
Kansas																			7,568	11,321	67%
Kentucky																			56	380	15%
Louisiana																			76	240	32%
Maine				326	2,000	16%													69,426	84,100	83%
Maryland				2,608	11,100	23%				154	750	21%							10,002	24,855	40%
Massachusetts				1,216	5,400	23%													16,139	26,130	62%
Michigan					9,000					2,491	5,600	44%							263,749	363,050	73%
Minnesota				107,376	127,900	84%													344,184	410,600	84%
Mississippi																			562	13,850	4%
Missouri																			8,376	12,300	68%
Montana																			291,459	350,810	83%
Nebraska																			137,502	154,500	89%
Nevada																			5,075	8,400	60%
New Hampshire				209	1,700	12%													1,367	3,800	36%

(Continued)



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Almonds			Apples			Apricots			Avocados			Blueberries			Cabbage			Cherries		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
New Jersey				392	2,000	20%							5,400	7,600	71%		1,600				
New Mexico																					
New York				30,667	42,000	73%										4,231	10,100	42%			
North Carolina				4,966	6,800	73%							5,016	5,016	100%	883	5,300	17%			
North Dakota																					
Ohio				1,319	7,000	19%										721	1,200	60%			
Oklahoma																					
Oregon				2,627	4,200	63%							1,134	5,200	22%				8,803	12,500	70%
Pennsylvania				14,193	21,000	68%										69	1,200	6%			
Rhode Island				86	300	29%															
South Carolina				70	500	14%															
South Dakota																					
Tennessee				51	900	6%															
Texas																1,333	8,200	16%			
Utah				629	1,400	45%													162	500	32%
Vermont				1,156	2,800	41%															
Virginia				8,768	12,000	73%										62	500	12%			
Washington				120,149	153,000	79%	735	1,280	57%				1,034	4,100	25%				23,006	33,000	70%
West Virginia				2,075	5,000	42%															
Wisconsin				941	4,700	20%										1,837	3,100	59%			
Wyoming																					
United States	478,380	680,000	70%	236,756	348,200	68%	7,141	12,380	58%	37,781	72,500	52%	44,055	81,536	54%	13,681	70,200	19%	49,384	81,910	60%



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Chile Peppers			Citrus Fruit			Citrus Trees			Cranberries			Dry Beans			Dry Peas			Figs		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
New Jersey										2,897	3,100	93%									
New Mexico	2,892	12,300	24%											7,428	9,300	80%					
New York														8,652	17,000	51%					
North Carolina																					
North Dakota													650,859	660,000	99%	569,973	615,000	93%			
Ohio																					
Oklahoma																					
Oregon										1,096	2,700	41%	1,716	4,800	36%	2,132	5,500	39%			
Pennsylvania																					
Rhode Island																					
South Carolina																					
South Dakota													8,839	8,839	100%	11,973	17,500	68%			
Tennessee																					
Texas				18,508	27,300	68%	21,144	27,300	77%				6,594	24,000	27%						
Utah													1,572	1,572	100%						
Vermont																					
Virginia																					
Washington										684	1,700	40%	29,053	50,000	58%	81,688	130,000	63%			
West Virginia																					
Wisconsin										16,097	17,500	92%	2,171	6,500	33%						
Wyoming													25,587	31,500	81%						
United States	3,771	15,800	24%	786,286	857,041	92%	21,144	27,300	77%	31,616	38,500	82%	1,276,208	1,501,511	85%	999,132	1,171,000	85%	6,002	9,400	64%



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Grapes			Green Peas			Macadamia Nuts			Nectarines			Onions			Peaches			Pears		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
New Jersey																3,704	6,200	60%			
New Mexico													1,488	7,000	21%						
New York	19,435	37,000	53%	20,119	20,119	100%							7,985	10,600	75%	669	1,600	42%			
North Carolina	248	1,700	15%													721	1,200	60%			
North Dakota																					
Ohio	308	1,900	16%																		
Oklahoma																237	800	30%			
Oregon	3,876	14,900	26%	18,647	18,700	100%							15,585	21,800	71%	127	650	20%	10,139	16,200	63%
Pennsylvania	9,875	13,600	73%													2,369	4,400	54%	112	800	14%
Rhode Island																					
South Carolina																11,933	14,000	85%			
South Dakota																					
Tennessee																262	500	52%			
Texas	873	2,500	35%										11,725	11,800	99%	1,352	4,900	28%			
Utah													849	1,750	49%	243	1,500	16%			
Vermont																					
Virginia																1,179	1,179	100%			
Washington	45,787	58,000	79%	22,164	41,900	53%				1,298	1,300	100%	15,968	21,900	73%	1,661	2,300	72%	14,565	24,000	61%
West Virginia																463	950	49%			
Wisconsin				20,286	40,700	50%								1,900							
Wyoming																					
United States	567,492	838,310	68%	172,786	224,380	77%	11,837	15,000	79%	23,009	32,300	71%	80,040	160,971	50%	84,354	122,609	69%	35,104	56,000	63%



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																				
	Pecans			Peppers			Plums			Potatoes			Processing Beans			Prunes			Pumpkins		
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
New Jersey										417	2,000	21%	662	1,050	63%						
New Mexico	20,880	39,250	53%							5,699	5,900	97%	852	852	100%						
New York										11,167	18,000	62%	16,835	21,500	78%						
North Carolina										12,092	14,500	83%	1,327	3,050	44%						
North Dakota										76,680	82,000	94%									
Ohio										35	2,500	1%									
Oklahoma	4,932	21,600	23%							156	300	52%									
Oregon										23,766	35,300	67%	2,191	18,700	12%						
Pennsylvania										5,003	10,000	50%	7,162	10,700	67%						
Rhode Island										108	500	22%									
South Carolina																					
South Dakota										699	850	82%									
Tennessee																					
Texas	34,598	83,000	42%							11,594	16,400	71%	3,639	7,250	50%						
Utah																					
Vermont																					
Virginia										2,833	5,800	49%	2,672	2,672	100%						
Washington										101,380	155,000	65%	1,233	5,050	24%						
West Virginia																					
Wisconsin										41,880	63,500	66%	42,334	82,300	51%						
Wyoming										759	850	89%									
United States	156,973	279,450	56%	9,204	19,000	48%	21,795	29,500	74%	834,062	1,065,350	78%	102,542	209,324	49%	61,752	64,000	96%	6,188	13,100	47%



RMA/NASS Specialty Crop Comparison

	Selected Crops in Acres																		All		
	Raisins			Sweet Corn			Table Grapes			Tomatoes			Tropical Fruit			Walnuts					
	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct	RMA	NASS	Pct
New Jersey				996	7,100	14%				918	3,000	31%							15,386	33,650	46%
New Mexico																			39,239	74,602	53%
New York				25,257	25,257	100%				18	3,000	1%							145,035	206,176	70%
North Carolina					6,800						3,500								25,253	47,866	53%
North Dakota																			1,297,512	1,357,000	96%
Ohio					16,300					3,912	10,800	36%							6,295	39,700	16%
Oklahoma																			5,325	22,700	23%
Oregon				3,675	23,200	16%													95,514	184,350	52%
Pennsylvania				3,475	15,700	22%				1,162	1,900	61%							43,420	79,300	55%
Rhode Island				326	800	41%													520	1,600	33%
South Carolina										2,149	2,600	83%							14,152	17,100	83%
South Dakota																			21,511	27,189	79%
Tennessee										1,868	4,200	44%							2,181	5,600	39%
Texas					2,800						1,100								111,360	216,550	51%
Utah																			3,455	6,722	51%
Vermont				95	1,100	9%													1,251	3,900	32%
Virginia				1	3,300	0%				1,779	4,800	37%							17,294	30,251	57%
Washington				58,898	78,100	75%													519,303	760,630	68%
West Virginia																			2,538	5,950	43%
Wisconsin				44,957	96,600	47%													170,503	316,800	54%
Wyoming																			26,346	32,350	81%
United States	249,160	249,160	100%	319,746	577,795	55%	84,691	97,000	87%	326,893	409,250	80%	3,784	8,780	43%	110,071	223,000	49%	7,252,820	9,661,557	75%

