



AGR-Lite training course available online from RightRisk.org

By James Sedman and John Hewlett

Adjusted Gross Revenue-Lite insurance (AGR-Lite) was introduced in 2007 as part of the Federal Crop Insurance Corporation program.

AGR-Lite is a whole-farm, revenue-based insurance program that can protect a producer's total revenue level against changes in price and yields.

This insurance policy can be effective in managing risk for both crop and livestock producers. AGR-Lite is similar to Crop Revenue Coverage (CRC) in that it provides coverage for price and yield fluctuations. AGR-Lite is unique compared to most conventional crop insurance because it provides coverage on a whole-farm approach rather than for separate crops, and it may be used as a standalone program or an umbrella program in conjunction with other crop insurance programs for multiple commodities. Producers should keep in mind sign-ups for AGR-Lite policies must be completed before March 15.

In crop year 2008, eight AGR-Lite policies were sold in Wyoming. Together, these policies provided protection for more than \$1.3 million in agricultural revenue across the state. Nationally, 407 policies were sold, providing coverage of \$80.7 million in revenue over the same period.

Course Content

AGR-Lite is a complex in-



surance policy due to the broad coverage (whole-farm income) it provides. The RightRisk Team developed a training course to assist producers in discovering if AGR-Lite can work in their operations given AGR-Lite's unique characteristics. The interactive AGR-Lite course was designed for producers at both ends of the crop insurance knowledge spectrum – whether they already use and are accustomed to crop insurance programs or they are new to the programs available and are just beginning to determine

their risk management needs. The course is interactive and has lessons at the end of each section to help participants apply what they have learned to their own situations. It also provides electronic tools to help producers assess how the program may fit with their operation.

The course is divided into six sections. The first two sections cover general risk management and an overview of the AGR-Lite program. The basic concepts of risk management and the five sources of agricultural risk are discussed using

real-life examples and situations. The overview of the AGR-Lite program includes a breakdown of individual farming and livestock enterprises eligible for coverage under the program as well as other eligibility requirements.

The third section discusses the application process for AGR-Lite. This includes the necessary forms and information as well as determining the variables and adjustments that go into determining a farm's adjusted gross revenue (the basis for the insurance coverage).

Section four talks about steps a producer must take in the event of a loss. It is important to note losses under AGR-Lite coverage are determined on a year-to-year basis as opposed to when a loss occurs in conventional insurance.

The last two sections discuss document considerations as part of AGR-Lite and a whole-farm example. It is important for producers using AGR-Lite to keep accurate records in the event of a revenue loss. These include invoices, weight slips, and other records pertaining to production. Good recordkeeping is essential to making the claims process go smoothly.

For More Information

Simply log on to RightRisk.org, and, under the Products link, click AGR-Lite Training to begin the course. For more information on AGR-Lite, how it fits with your operation, and other crop insurance products, consult a local crop insurance agent. For more interactive products and information on risk management, consult RightRisk.org or the Western Risk Management library online at agecon.uwyo.edu/riskmgt.

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Getting the most out of your nitrogen fertilizer dollar

By Jim Gill

Nitrogen fertilizer is one of the most important inputs for Wyoming crop producers.

Nitrogen (N) is essential for the proper formation of cells and thus

the growth of a given plant. Any astute producer knows the consequences of not using enough nitrogen to produce a given crop. It can lead to poor yields, lack of maturity, and much more. The bottom line

is their profitability is considerably diminished. The result is the same for over application.

A considerable amount of university research is being conducted around the nation to help growers

better understand how to properly manage this product. I can say without hesitation research shows that splitting the nitrogen applications when possible will increase the efficient use of this expensive input item. Side-dressing additional nitrogen into the crop at blossoming, stalk formation, etc., will increase the efficient use of N.

Some exciting research with infrared sensing equipment and images obtained from satellites is offering a tool to better understand when a crop is becoming nitrogen deficient and will respond to additional N. Chlorophyll meters to measure N in the leaf are becoming more refined and increasing the reliability of this instrument to help manage N. Considerable work is being done with nitrogen-inhibiting agents, especially with the urea-based products, to make it more manageable for the growers who use it.

From this old county agent's perspective, a soil test is still the best investment a producer can make to help manage N. Baseline information from a soil test, a service offered by the University of Wyoming Col-



lege of Agriculture, will help growers decide how much money to spend on N and other essential nutrients on their next crop based on what is already available and being stored in the sampled field. Contact your local UW Cooperative Extension office (UW CES). A list is available online at <http://ces.uwyo.edu/Counties.asp>. We can help!

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