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Department of
Agriculture



Federal Crop
Insurance
Corporation



Product
Development
Division

CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK

FCIC -25670 (11-2003) **2004 and Succeeding Crop Years**

UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C. 20250

FEDERAL CROP INSURANCE HANDBOOK		NUMBER: 25670
SUBJECT: CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK 2004 AND SUCCEEDING CROP YEARS	DATE: November 17, 2003	
	OPI: Product Development Division	
	APPROVED: /s/ Tim B. Witt Deputy Administrator, Research and Development	

THIS HANDBOOK CONTAINS THE OFFICIAL FCIC-APPROVED LOSS ADJUSTMENT STANDARDS FOR THIS CROP FOR THE 2004 AND SUCCEEDING CROP YEARS. IN THE ABSENCE OF INDUSTRY-DEVELOPED, FCIC-APPROVED PROCEDURE FOR THIS CROP FOR THE 2004 AND SUCCEEDING CROP YEARS, ALL REINSURED COMPANIES WILL UTILIZE THESE STANDARDS FOR BOTH LOSS ADJUSTMENT AND LOSS TRAINING.

SUMMARY OF CHANGES/CONTROL CHART

Major changes. See changes or additions in text which have been **highlighted**. Three stars (***) identify where information has been removed.

Changes for November 2003 Issuance (FCIC-25670):

- A. Page TC 2, section 8: Inserted a new section heading and page numbers for “Claims Reliant on the Closing of Marketing Pools” and renumbered succeeding section headings.
- B. Page TC 2, section 9 C: Inserted the word “Modified” in the subsection heading.
- C. Page TC 2, section 11: Edited **TABLE B** and **TABLE C** titles to reference fresh cherries and processing cherries, respectively.
- D. Page 1, section 2 (B) (3): Inserted acronyms and definitions for FSA and T-P-C Production Worksheet.
- E. Pages 1 and 2, section 2 (b) (4): Inserted definitions for “Allowable Cost,” “Marketable Production,” “Minimum Value,” and “Unsold Production.”
- F. Page 2, section 3 A (1) (a) and (f): Inserted two additional conditions for insurability (insured has a share in the crop and timely reporting direct marketing production) and renumbered succeeding subsections.

CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK

SUMMARY OF CHANGES/CONTROL CHART (Continued)

- G. Page 3, section 3 A (4) (f): Deleted old text and inserted revised text (in italics) as follows - “If the insured fails to meet.....production to count shall be ~~the greater of the per acre dollar guarantee or the actual production~~ *not less than the dollar amount of insurance per acre.....*”
- H. Page 3, section 3 B: Subsection (4), revised “Minimum Value Option” to read “Modified Minimum Value Option.” Also, inserted a “**NOTE**” that references the CIH and LAM for additional MPCCI program rules not applicable to CAT coverage.
- I. Page 4, section 3 D: Revised “Quality Adjustment” procedure to include state-specific cherry grade standards for California, Michigan, Montana, Oregon, Washington, and Utah that track with the Special Provisions of Insurance.
- J. Page 5, section 4 C (1): Inserted the phrase “when required by the insurance provider” so sentence reads as follows: “Timing of pre-harvest appraisals *when required by the insurance provider.*”
- K. Page 5, section 4 C (1) (b): Inserted the phrase “not less than” so sentence reads as follows: “If acceptable production records....assess *not less than* the dollar amount of insurance...”
- L. Page 6, section 5 C, “**NOTE:**” Inserted a diagram that illustrates how to select a sample tree from a 9 tree grid.
- M. Page 7, section 5 B (1): Inserted subsection heading entitled “General Information” and renumbered remaining subsections.
- N. Page 8, section 5 B (3): Inserted a “**NOTE**” that directs the adjuster to **TABLE D** when the actual size of the cherries deviates from the standard cherry size and the number of cherries per pound listed for each state.
- O. Page 8, section 5 B (4) (c): Deleted text and example for calculating potential value per acre when there is more than one orchard or sub-orchard in a unit.
- P. Page 8, section 5 C (1): Inserted subsection heading entitled “General Information” and renumbered remaining subsections.
- Q. Page 9, section 5 C (3) (b) 1: Inserted the word “Marketable” in the following sentence - “*Marketable* production to count includes all cherries meeting the minimum standards contained in the Special Provisions,.....”
- R. Page 9 section 5 C (4) “**EXAMPLE:**” Revised minimum value amount to \$0.35 and per acre value of production to \$140 to track with minimum values and appraisal calculations used on the appraisal worksheet and the T-P-C Production Worksheet.

CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK

SUMMARY OF CHANGES/CONTROL CHART (Continued)

- S. Page 9, section 5 C (5) (a): Inserted clarifying text (in italics) as follows: “No appraisal is required.....fruit harvested *in the field* is representative...”
- T. Page 10, section 5 C (5) (c): Inserted the word “net” and the phrase “minus the allowable cost” in the following sentence: “Use the *net* price received minus the allowable cost...” Also, inserted a “**NOTE**” with procedure for calculating the value of production that was not harvested when the actual price received by the grower is less than the minimum value in the Special Provisions.
- U. Page 10, section 5 C (5) (d): Inserted the phrase “to calculate the value of appraised” so sentence now reads as follows: “Use the minimum value as listed in the Special Provisions to calculate the value of appraised unharvested fruit.”
- V. Page 11, section 7 B, column 6: Revised criteria for determining the number of trees per acre to count producing trees when there is less than a 100% stand and to use **TABLE E** when there is a 100% stand.
- W. Page 11, section 7 B, column 7: Changed “Narrative” to “Remarks.”
- X. Page 11, section 7 B, column 9: Revised line entry procedure to document the variety name and the “type” in column 9.
- Y. Page 12, section 7 B, column 19: Inserted reference to **TABLE D** when cherry size and number of cherries per pound deviates from the standard number of cherries per pound listed by state.
- Z. Page 13, section 7 B, column 32: Inserted example calculation for determining the number of pounds of fruit per tree appraisal.
- AA. Pages 14 and 15, Cherry Appraisal Worksheet: Revised unit number in column 4 unit number for the “Mature Cherry Appraisal.” Also, increased the number of representative sample trees from 10 to 13 so examples track with **TABLE A** requirements.
- BB. Page 16, section 8: Inserted a new section entitled “Claims Reliant on the Closing of Marketing Pools” which contains information for settling claims when market prices are not available by the calendar date for the end of the insurance period for the current crop year. This procedure is from Manager’s Bulletin MGR-02-009, issued May 15, 2002.
- CC. Page 17, section 9 A (2): Inserted procedure that instructs adjusters to use separate appraisal worksheets for each cherry type and method of disposition. Moved definition of “Unsold Production” to section 2 B.
- DD. Page 17, section 9 A (5): Revised text for clarity.

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SUMMARY OF CHANGES/CONTROL CHART (Continued)

- EE. Page 18, section 9, Part I, “NOTE:” Revised text for clarity.
- FF. Page 18, section 9, column 10: Inserted reference to section 8 for procedure when claims remain open 120 days past the calendar date for the end of the insurance period.
- GG. Page 19, section 9, column 18, “NOTE:” Inserted the following phrase: “were discarded by the processor prior to sorting, packing, or processing.” Sentence now reads as follows: Document any differences ...in the Remarks section (i.e., delivered cherries that *were discarded by the processor prior to sorting, packing, or processing....*”
- HH. Page 21, Summary of Harvested Production Worksheet “Unsold Fresh Fruit Example:” Revised columns 8 and 9 entries to track with worksheet on page 20. Also, revised the “Remarks” information to identify the number of pounds of cherries delivered that were discarded prior to sorting, packing, or processing due to hail damage.
- II. Page 23, Section 9 C, Modified Minimum Value Option Example: Revised section heading to include the word “Modified.” Also, inserted minimum values per pound for processing cherries under Options I and II.
- JJ. Page 28, section 9, column E: Revised “Risk” column entry to include information for documenting “High Risk Areas.”
- KK. Page 29, section 9, column L: Inserted reference to “appraised” acres (in italics) and Column C₂ as follows - “...Round the result to two-decimal places, divide by the acres *appraised* (Column C or C₂)....”
- LL. Page 30, section 9, columns N and P: Inserted instructions to round to whole dollar amounts.
- MM. Page 30, section 9, column P: Removed reference to the guarantee. Sentence now reads as follows: “Column “C” or “C₁” (as applicable for actual acres) times column “N” *rounded to whole dollars. Enter the guarantee in whole dollars per acre from the insured’s policy.*
- NN. Page 30, section 9, column Q: Removed reference to per acre production guarantee and inserted reference to dollar amount of insurance per acre. Sentence now reads as follows: “~~The per acre production guarantee,~~ *dollar amount of insurance* in whole dollars, from the insured’s policy...”
- OO. Page 30, section 9, column R: Inserted instructions to round to whole dollar amounts. Also, inserted standardized text for calculating the total guarantee. Sentence now reads as follows; “~~The per acre dollar guarantee times determined acres, results in whole dollars.~~ *Column “C₂” (reported acres; “C” if acreage is under-reported) times column “Q,” rounded to whole dollars.*”

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SUMMARY OF CHANGES/CONTROL CHART (Continued)

- PP. Page 30, section 9, column 17: Inserted text to enter amount “in whole dollars.” Sentence now reads as follows: “Total of column “P” and total of column “R” *in whole dollars.*”
- QQ. Pages 33 to 34, section 9, columns B-J: Made editorial changes as applicable.
- RR. Page 34, section 9, column N: Revised text for clarity.
- SS. Page 36, Example T-P-C Production Worksheet: Item 6 - Primary Cause %: Revised percent rain damage so item entries track with procedure instructions.
- TT. Pages 39 and 40, **TABLE B** and **TABLE C**: Inserted references to fresh and processing cherries, respectively, in the table heading.
- UU. Throughout handbook made syntax and format changes as needed so this handbook tracks with the RMA-approved crop handbook standards format.

Control Chart For: Cherry Pilot Loss Adjustment Standards Handbook						
	SC Page(s)	TC Page(s)	Text Page(s)	Reference Material	Date	Directive Number
Remove	Entire Handbook					
Current Index	1-6	1-2	1-36	37-42	11-2003	FCIC-25670

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1. INTRODUCTION

This handbook identifies the crop-specific procedural requirements for adjusting Multiple Peril Crop Insurance (MPCI) losses in a uniform and timely manner. These procedures, which include crop appraisal methods and claims completion instructions, supplement the general (not crop-specific) procedures, forms, and manuals for loss adjustment identified in the Loss Adjustment Manual (LAM).

2. SPECIAL INSTRUCTIONS

This handbook remains in effect until superseded by reissuance of **either** the entire handbook **or** selected portions (through slipsheets or bulletins). If slipsheets have been issued for a handbook, the original handbook as amended by slipsheet pages shall constitute the handbook. A bulletin can supersede either the original handbook or subsequent slipsheets.

A. DISTRIBUTION

The following is the minimum distribution of forms completed by the adjuster for the loss adjustment inspection:

One legible copy to insured. The original and all remaining copies as instructed by the insurance provider.

NOTE: It is the insurance provider's responsibility to maintain original insurance documents relative to policyholder servicing as designated in their approved plan of operations.

B. TERMS, ABBREVIATIONS, AND DEFINITIONS

- (1) Terms, abbreviations, and definitions **general** (not crop specific) to loss adjustment are identified in the LAM.
- (2) Terms, abbreviations, and definitions **specific** to cherry loss adjustment and this handbook which are not defined in the policy, are defined as they appear in the text.
- (3) Abbreviations:

FSA

Farm Service Agency

T-P-C Production Worksheet

Tobacco, Peanuts, and Cotton Production Worksheet

- (4) Definitions:

Allowable Cost

The dollar amount per pound for harvesting and hauling (cherries) that is shown in the Special Provisions

Marketable Production

Cherry production that meets or exceeds the grading standards specified in the Special Provisions, or would be accepted by a packer, processor, or other handler even if failing to meet grading standards.

Minimum Value

A dollar amount per pound shown in the Special Provisions that is used to value marketable production.

Unsold Production

Harvested cherry production that is not committed to a processor, packinghouse, or other first handler and may be stored or listed with a broker, etc.

3. INSURANCE CONTRACT INFORMATION

The insurance provider is to determine that the insured has complied with all policy provisions of the insurance contract. Crop provisions to be considered in this determination include (but are not limited to):

A. INSURABILITY

- (1) The crop insured will be all cherries in the county for which premium rates are provided by the actuarial documents that:
 - (a) The insured has a share;
 - (b) Are of varieties (scion and rootstock) which are adapted to the area;
 - (c) Are irrigated unless the Special Provisions allow a nonirrigated practice;
 - (d) Are grown on trees that have reached the minimum age and produced at least the amount of cherries specified by the Special Provisions ;
 - (e) Are grown in an orchard that, if inspected, is considered acceptable by the insurance provider; and
 - (f) Are not direct marketed, unless the insured complies with the requirements for direct marketed cherries contained in the cherry policy.
- (2) Cherries interplanted with another perennial crop are insurable unless the insurance provider inspects the acreage and determines it does not meet insurability requirements.
- (3) In addition to causes of loss excluded in section 12 of the Basic Provisions, insurance coverage is **not** provided against damage or loss of production due to:
 - (a) Disease or insect damage resulting from insufficient or improper application of insect or disease control measures;
 - (b) Mechanical damage caused by improper use of machinery or tools;

- (c) Failure to harvest in a timely manner; or
 - (d) Inability to market the cherries for any reason other than actual physical damage from an insurable cause as specified in the Cherry Crop Provisions.
- (4) **Applicability** - Within the policy provisions is a requirement that insureds file a “notice of damage or loss:”
- (a) Within three days of the date harvest should have started if the crop will not be harvested.
 - (b) Within 24 hours if damage occurs when the cherries are mature and ready for harvest.

NOTE: This provision was added to the usual notice-of-damage requirements due to the quick deterioration of quality when rain splits cherries. This provision does not mandate an appraisal or even an inspection, but only a notice of damage from the insured. The insurance provider has the option of whether or not to inspect the orchard.

- (c) Immediately, if damage occurs during harvest and the insured does not intend to complete harvesting the crop.
- (d) At least 15 days before any production from any unit will be sold by direct marketing.

NOTE: If timely notice that the production will be sold by direct marketing is NOT given and such failure results in the insurance provider's inability to make the required appraisal, apply an appraisal of NOT LESS than the amount of insurance per acre for such acreage.

- (e) At least 15 days prior to the beginning of harvest if the insured intends to claim an indemnity on any unit, or immediately if damage is discovered during harvest.
- (f) If the insured fails to meet the above requirements and such failure results in the insurance provider's inability to inspect the damaged production, production to count shall be **not less than the dollar amount of insurance per acre.**

B. PROVISIONS NOT APPLICABLE TO CAT COVERAGE

- (1) Optional units.
- (2) Written Agreements.
- (3) Hail and Fire Exclusion provisions (also not applicable if additional coverage is less than 65/100 or comparable coverage).
- (4) **Modified** Minimum Value Option.

NOTE: Refer to the Crop Insurance Handbook (CIH) and the LAM for other provisions not applicable to CAT.

C. UNIT DIVISION

Refer to the insurance contract for unit provisions. **NOTE:** Unless limited by the Crop or Special Provisions, a basic unit, as defined in the Basic Provisions, may be divided into optional units if, for each optional unit, all conditions stated in the applicable provisions are met.

D. QUALITY ADJUSTMENT

Cherries will be considered marketable if they meet or exceed the minimum grading standards shown on the Special Provisions of Insurance **as follows**:

- (a) **California:** Use the standards being used by most handlers in the area for the current crop year, such as U.S. Standards for Grades of Sweet Cherries or Article 21 of the California Code of Regulations.
- (b) **Michigan:** Marketable sweet cherry production includes the production that meets or exceeds U.S. No. 1 as stated in the U.S. Standards for Grades of Sweet Cherries, or would be accepted by a packer, processor, or other handler even if failing to meet the aforementioned grading standards.
- (c) **Montana, Oregon, and Washington:** U.S. No. 1 as shown in the U.S. Standards for Grades of Sweet Cherries for Canning or Freezing.
- (d) **Utah:** Sweet cherries marketable as fresh fruit must meet the standards being used by most handlers in the area for the current crop year, such as U.S. Standards for Grades of Sweet Cherries.

4. CHERRY APPRAISALS

A. GENERAL INFORMATION

- (1) Potential production will be appraised in accordance with procedures specified in this handbook and the LAM.
- (2) Specifically for cherries, circumstances that require an appraisal include (but are not limited to):
 - (a) When significant production remains on acreage that has been harvested and the guarantee has not been met;
 - (b) The insured has cherry acreage that he/she does not intend to harvest or which is unharvested at the end of the insurance period; **or**
 - (c) When directed by the insurance provider. **A**n appraisal or inspection may be necessary when:
 - 1 Verifiable production or adequate sales records may not be available;
 - 2 When damage has occurred through uninsured causes of loss; or
 - 3 When any production will be sold by direct marketing (without being commercially packed or processed).

NOTE: An appraisal is required if so indicated in the Special Provisions (e.g., California and Utah).

- (3) Make separate appraisals for each cherry variety grown in the orchard, as applicable.

NOTE: Refer to the LAM for additional reasons for appraisals.

- (4) Appraisal dates:

- (a) Insurance provider representatives will set appraisal dates.
- (b) Whenever appraisals are necessary, inspect the orchard after the normal fruit-drop period **and** before the fruit is removed from the trees.

B. SELECTING REPRESENTATIVE SAMPLES FOR APPRAISALS

Determine the number and general location of trees to be used in the representative sample based on:

- (1) Total acreage and number of trees;
- (2) Extent of variation in the amount of production or damage within the acreage;

NOTE: When variable damage or tree conditions cause crop potential to be significantly different within the same orchard, or when the insured wishes to destroy a portion of the orchard, split the orchard into suborchards, and appraise each one separately.

- (3) Percent of each variety in the acreage;
- (4) Tree age, damage, size, density, and vigor;
- (5) The acreage in the unit from which fruit has been picked, the extent of variation in the amount of unpicked fruit on the trees; or whether any areas or trees have been color (partially) picked.

NOTE: Take not less than the minimum number (count) of representative samples required in **TABLE A**.

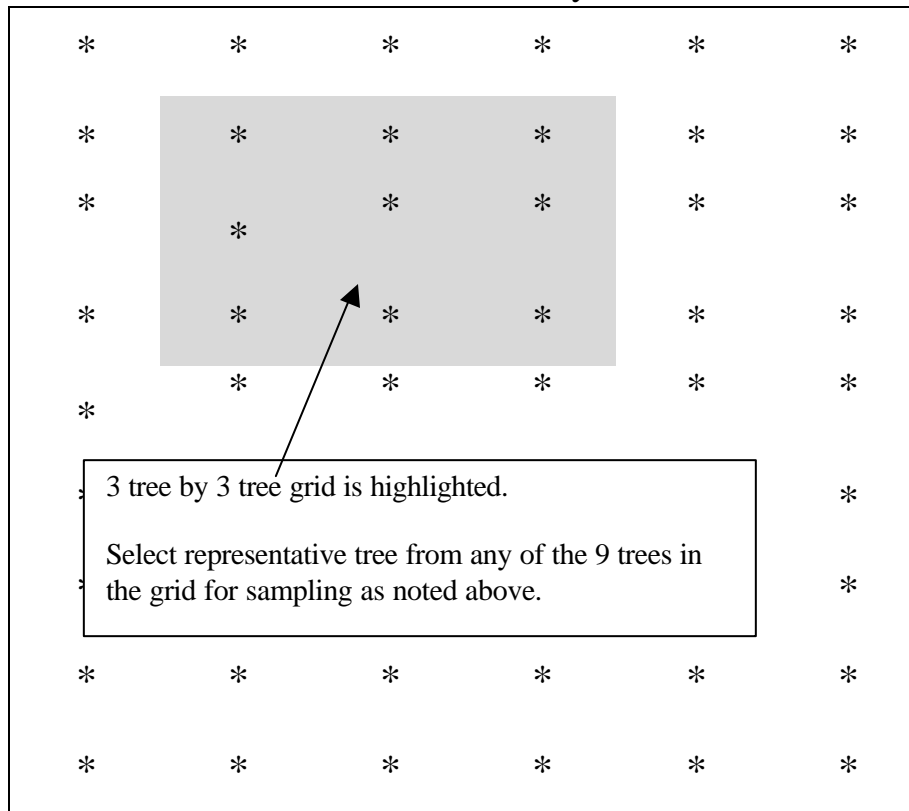
C. ORCHARD APPRAISALS

- (1) Timing of pre-harvest appraisals **when required by the insurance provider**.
 - (a) Arrange to inspect the orchard when most of the cherries are mature, if early release is not required.
 - (b) If damaged cherries will be harvested for direct marketing such as U-pick or for roadside sales, do not complete the claim until records of all sales are available, even if such fruit is not marketable through regular channels. If acceptable production records of U-pick or roadside sales are not made available and the cherries have not been appraised, assess **not less than** the dollar amount of insurance per acre for any such acreage.
- (2) Select sample trees that have production representative of all the trees in the unit, block, plot, or suborchard. If the orchard has a mix of varieties, tree sizes, fruit count, fruit condition, or other factors that would affect the production-per-tree of cherries, select as many sample trees as necessary to make appraisals.

NOTE: Due to the normal variability in cherry tree production potential, the adjuster should use a two-tier tree selection method to determine trees to be appraised (fruit count of immature or harvest of mature fruit). In this method, the adjuster is to select a “sample” (target) tree in a normal manner. Utilizing this tree as the center of a 3-tree by 3-tree grid surrounding and including this target tree (nine trees), choose a single representative tree (of the nine trees) as the actual tree to be sampled (refer to the orchard diagram below).

Typical Orchard Layout (Overhead View)

* = Individual Cherry Tree



- (a) All sample trees must be completely picked or harvested. Picking cherries from some scaffold branches will not provide a representative sample of the crop.
- (b) Instruct all pickers to remove all fruit from designated trees, including all damaged and undamaged, mature and immature, and marketable and unmarketable cherries.
- (c) Harvest cherries in the normal manner (with stems, without stems, machine picked, etc.). Handle the fruit as carefully as if the fruit were intended for sale.

D. HANDLING PRE-HARVEST APPRAISAL DISCREPANCIES

If the insured disagrees with a pre-harvest appraisal and the insured agrees to accept the determined production from sample trees, make arrangements to leave UNHARVESTED representative trees for inspection when the cherries are ready for harvest (for harvest-appraisal). The adjuster and insured should jointly determine the representative trees to be selected for this sample. Make a sketch map of the orchard, indicating the sample trees by row number and tree count within the chosen row. An adjuster must be present when the representative trees are harvested.

5. APPRAISAL METHODS

A. GENERAL INFORMATION

These instructions provide information on appraisal methods for:

Appraisal Method...	Use...
Immature (Green) Fruit Appraisals	If the orchard will be abandoned or destroyed before the fruit matures, after normal fruit drop period, and before general maturity of the crop.
Mature Fruit Appraisals	To determine the amount of unharvested fruit that could have been packed or processed when: (a) None of the acreage in the unit has been or will be harvested; (b) Undamaged fruit is not harvested due to market conditions and the guarantee has not been met; (c) Fruit is damaged by an uninsured cause of loss; or (d) Harvested fruit per acre production does not reflect the unharvested per-acre fruit potential remaining and the guarantee has not been met.

NOTE: No appraisal is required if the amount and condition of the fruit harvested is representative of the fruit remaining on unharvested acreage. Refer to subsection 5 C (5) herein.

B. IMMATURE (GREEN) FRUIT APPRAISALS

(1) **General Information.** For immature (green) fruit appraisals, complete sections A and C on the Cherry Appraisal Worksheet.

(2) **Fruit Count.** Count the number of fruit from each representative sample tree to determine the average number of green fruit per tree.

- (a) Do not include any fruit damaged to the extent that it would not remain on the tree until maturity.
- (b) Include fruit damaged by uninsured causes.

(3) **Appraised Immature Production to Count.**

- (a) Multiply the average number of fruit per tree by .90 (survival factor) to calculate the average number of fruit to count per tree.
- (b) Divide the result of (3) (a) by the number of cherries per pound for the average fruit size of mature fruit to determine potential pounds, to tenths, per tree. Use either 65 cherries per pound for California and Montana, or 60 cherries per pound for all other states.

NOTE: Whenever a cherry variety does not meet the number of cherries per pound criteria noted above, determine the actual cherry size and use **TABLE D** to determine the applicable number of cherries per pound.

(4) Value of (Immature) Appraised Production.

- (a) Multiply the pounds of potential production per tree (from (3) (b)) by the number of trees per acre to calculate the total whole pounds to count per acre.
- (b) Multiply the total pounds of fruit per acre (4) (a) by the minimum value per pound for the type insured (from the Special Provisions), to calculate the whole-dollar potential value of cherries per acre for the orchard or sub-orchard.

EXAMPLE:

Assume typical fruit size is 65 cherries per pound.
The minimum value for fresh cherries = \$0.35 per pound

- (a) 2,000 Fruit Per Sample Tree x .90 Survival Factor = 1,800 Fruit to Count
- (b) 1,800 Fruit to Count ÷ 65 Fruit per Pound = 27.7 Pounds per Tree
- (c) 27.7 Pounds Per Tree x 100 Trees per Acre = 2,770 Pounds per Acre
- (d) 2,770 Pounds Per Acre x \$0.35 per Pound = \$970 Potential Value per Acre

C. MATURE FRUIT APPRAISALS

(1) General Information

- (a) Arrange with the insured to harvest representative trees after a crop has reached maturity.
- (b) Complete sections B and C on the Cherry Appraisal Worksheet.

(2) Fruit Weight. Calculate the average weight of mature appraised production to count (refer to section 2 B herein for definition of marketable production).

- (a) Select representative sample trees throughout the orchard or sub-orchard. Have all the fruit picked from each sample tree (Refer to subsections 4 herein).
- (b) Weigh the fruit from each sample tree in pounds, to tenths. Record weights on the appraisal worksheet. Total the sample weights from all sample trees for the orchard or sub-orchard.
- (c) Divide the total weight of all the samples (2) (b) by the number of samples to calculate the average weight of fruit per tree, in pounds to tenths.

NOTE: The cost of picking the fruit for appraisal (not for sale) will be reimbursed by multiplying the pounds harvested by the allowable cost shown in the Special Provisions.

(3) Mature Fruit to Count. Calculate the average whole percent (quantity) of appraised production to count.

(a) Randomly select a 100-fruit sample from the fruit harvested from each sample tree.

(b) Separate the fruit from each sample tree into two categories.

1 **Marketable** production to count that includes all cherries meeting the minimum standards contained in the Special Provisions, cherries that would be accepted by a packer, processor, or other handler even if failing to meet the grading standards, and cherries damaged by uninsured causes; and

2 Production not to count that includes cherries damaged by insured causes.

(c) Total the number of damaged fruit due to insured causes from all samples. Divide this total by the number of samples taken to calculate the percent damaged fruit.

(d) Apply the applicable percent production to count factor from either **TABLE B** or **TABLE C** for the percent damaged fruit to calculate the production to count per tree.

(4) Value of Appraised Production.

(a) Multiply the average pounds of production to count per tree from **(3)** (d) by the number of trees per acre in the orchard or sub-orchard to calculate the total whole pounds of mature cherries to count per acre.

(b) Multiply the total whole pounds of mature cherries to count per acre **(4)** (a), by the minimum value per pound (shown in the Special Provisions for the cherry type) to calculate the per-acre value of appraised production to count (in whole dollars).

EXAMPLE:

Minimum value for fresh cherries = \$0.35 per pound 52 percent mature production to count (48 percent damaged by insurable causes). **Reference Material, Table B: count 8 percent of appraised production**

(a) 50 pounds of fruit per tree x 8% production to count = 4 pounds of fruit per tree

(b) 4 pounds of fruit per tree x 100 trees per acre = 400 pounds per acre

(c) 400 pounds per acre x \$0.35 minimum value per pound = \$140 per acre value of appraised production to count.

(5) Additional Mature Cherry Appraisal Information.

(a) No appraisal is required if the amount and condition of the fruit harvested **in the field** is representative of the fruit remaining on unharvested acreage.

- (b) Where the integrity of the pack-out percentage can be assured (the gross and net production is supplied along with sufficient verifiable documentation that all unsold fruit was damaged due to insurable causes) apply the pack-out percentage to harvested fruit to determine the amount of production to count that was not harvested on the unit.
- (c) Use the net price received by the grower minus allowable costs to calculate the value of fruit actually sold.

NOTE: If the net price received for fruit actually sold minus the allowable costs is less than the minimum value contained in the Special Provisions, use the minimum value to calculate the value of the sold production.

- (d) Use the minimum value as listed in the Special Provisions to calculate the value of appraised unharvested fruit.

6. APPRAISAL DEVIATIONS AND MODIFICATIONS

A. DEVIATIONS

Deviations in appraisal methods require FCIC written authorization (as described in the LAM) prior to implementation.

B. MODIFICATIONS

There are no pre-established modifications contained in this handbook. (Refer to the LAM for additional information.)

7. APPRAISAL WORKSHEET ENTRIES AND COMPLETION PROCEDURE

A. GENERAL INFORMATION

- (1) Include the insurance provider's name in the appraisal worksheet title if not preprinted on the insurance provider's worksheet, or when a worksheet entry is not provided.
- (2) Include the claim number on the appraisal worksheet (when required by the insurance provider) when a worksheet entry is not provided.
- (3) Separate appraisal worksheets are required for each unit or plot inspected. Refer to subsection 4 B for sampling instructions.
- (4) For every inspection complete items 1 through 9 and items 33 through 41. Complete sections A, B, and C of the appraisal worksheet as instructed below.

B. WORKSHEET ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

Item

No.

Information Required

Company: Name of the insurance provider, if not preprinted on the worksheet (company name).

Claim #: Claim number as assigned by the insurance provider.

1. **Name:** Name of the insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.
2. **Policy Number:** Insured's assigned policy number.
3. **Crop Year:** Four-digit crop year, as defined in the policy, for which the claim has been filed.
4. **Unit Number:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 00100).
5. **Acres in Unit:** Total acres in unit, rounded to tenths.
6. **Trees Per Acre:** The actual number of producing trees per acre.

NOTE: Refer to **TABLE E** if there is a 100% stand; or, determine the number of trees by count if less than 100% stand.

7. **Cause of Damage:** Insured cause of loss. If it is evident that no indemnity is due enter "NONE." If an insured cause of loss is coded as "Other," explain in the **Remarks**.
8. **Date of Damage:** First three letters of the month during which most of the insured damage (including progressive damage) occurred. Include the SPECIFIC DATE, where applicable, as in the case of hail damage (e.g., May 11).
9. **Variety/Type:** Cherry variety name and type (e.g., "Bing -Fresh" or "Northstar - Processing,"). Appraise each type and variety separately, as applicable.

SECTION A: IMMATURE (GREEN) CHERRY APPRAISAL: COUNT METHOD

PART I: FRUIT COUNT

10. **Field ID:** Field identification symbol.
11. **Acres Appraised:** Number of determined acres, rounded to tenths, in sub-orchard, block, or plot being appraised.

12. **Fruit Count:** Total number of fruit from each sample tree. Do not include any fruit damaged to the extent that it would not remain on the tree until maturity. Include fruit damaged due to uninsured causes.
13. **Total Number of Fruit:** Total number of fruit from all sample trees in item 12.
14. **Number of Samples:** Number of samples taken, from item 12.
15. **Ave. No. Fruit Per Tree:** Item 13 divided by item 14, record as whole fruit.

PART II: APPRAISED IMMATURE PRODUCTION TO COUNT

16. **Ave. No. of Fruit Per Tree:** Transfer entry from item 15.
17. **Survival Factor:** Enter "0.90."
18. **Number of Fruit to Count:** Item 16 times item 17, record as whole fruit.
19. **Number of Fruit Per Pound:** Enter either 65 cherries per pound for California and Montana, or 60 cherries per pound for all other states.

NOTE: Whenever a cherry variety does not meet the number of cherries per pound criteria noted above, determine the actual cherry size and use **TABLE D** to determine the number of cherries per pound.

20. **Pounds to Count Per Tree:** Item 18 divided by item 19, rounded to tenths.

SECTION B - MATURE CHERRY APPRAISAL: WEIGHT METHOD

PART I - FRUIT WEIGHT

21. **Field ID:** Field identification symbol.
22. **Acres App.:** Number of determined acres, rounded to tenths, in sub-orchard, block, or plot being appraised.
23. **Weight of Fruit from Each Sample Tree:** Pounds, to tenths, of all damaged and undamaged fruit harvested from each sample tree.
24. **Total Weight:** Pounds, to tenths, of all damaged and undamaged fruit harvested from all sample trees in item 23.
25. **Number of Samples:** Number of samples taken.
26. **Average Pounds Per Tree:** Item 24 divided by item 25, rounded to tenths.

PART II - MATURE FRUIT TO COUNT

27. **Number of Damaged Fruit in 100-Fruit Sample:** Using a 100-fruit random sample from each sample tree, separate fruit that is damaged by insured causes from fruit that must be included as production to count. Count the number of fruit damaged by insurable causes. Record the number of damaged fruit from each 100-fruit sample (percent damaged fruit).
28. **Total No. Damaged Fruit:** The sum of all (percent) unmarketable fruit (item 27).
29. **No. of Samples:** Number of samples taken.
30. **% Damaged Fruit:** Item 28 divided by item 29, recorded in whole percent.
31. **% Prod. to Count:** Apply the % from item 30 to **TABLE B** or **TABLE C**, as applicable by fruit type. Enter the whole percent production to count as a decimal (e.g., 8 is .08).
32. **Pounds to Count Per Tree:** Item 26 times item 31, to tenths (e.g., item 26 = 50.0 lbs. per tree times .08 = 4.0 lbs. to count per tree).

SECTION C - VALUE OF APPRAISED PRODUCTION

33. **Pounds to Count Per Tree:** Transfer entry from item 20 for immature cherry appraisals or item 32 for mature cherry appraisal as applicable.
34. **Number of Trees Per Acre:** Transfer entry from item 6.
35. **Pounds to Count Per Acre:** Item 33 times item 34, rounded to the nearest whole pound.
36. **Minimum Value Per Pound:** Enter not less than the minimum value per pound (in whole cents) from the Special Provisions for the cherry type appraised.
37. **Dollars Per Acre:** Item 35 times item 36, rounded to the nearest whole dollar.
38. **Remarks:** Enter any information pertinent to the appraisal, including date of appraisal, etc.
39. **Adjuster's Signature, Code No., and Date:** Signature of adjuster, code number, and date signed **after** the insured (or insured's authorized representative) has signed. If the appraisal is performed prior to signature date, document the date of appraisal in the Remarks/Narrative section of the Appraisal Worksheet (if available); otherwise, document the appraisal date in the Narrative of the Production Worksheet.
40. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining insured's signature, REVIEW ALL ENTRIES on the appraisal worksheet WITH THE INSURED, particularly explaining codes, etc., which may not be readily understood.
41. **Page Number:** Page numbers. (Example: Page 1 of 1, Page 1 of 2, Page 2 of 2, etc.)

CHERRY APPRAISAL WORKSHEET (FOR ILLUSTRATION PURPOSES ONLY) IMMATURE CHERRY EXAMPLE	1. NAME <i>I. M. Insured</i>		2. POLICY NUMBER XXXXXXXX		3. CROP YEAR YYYY	
	4. UNIT NUMBER 00100		5. ACRES IN UNIT 80.0		6. TREES PER ACRE 100	
	7. CAUSE OF DAMAGE <i>Rain</i>		8. DATE OF DAMAGE <i>Mar 15</i>		9. VARIETY/TYPE <i>Bing-Fresh</i>	

SECTION A - IMMATURE (GREEN) CHERRY APPRAISAL: COUNT METHOD

PART I: FRUIT COUNT

10. Field Id	11. Acres App.	12. Fruit Count - Number of Fruit from Each Sample Tree										13. Total Number of Fruit	14. Number of Samples	15. Ave. No. Fruit Per Tree
A	20.0	1600	2150	1950	2310	1980	2140	1885	2045	1975	2135	26,000	13	2,000
		2016	2105	1709										

PART II: APPRAISED IMMATURE PRODUCTION TO COUNT

16. Ave. No. Fruit Per Tree	17. Survival Factor	18. Number of Fruit to Count	19. Number of Fruit Per Pound	20. Pounds to Count Per Tree
2,000	0.90	1,800	65	27.7

SECTION B - MATURE CHERRY APPRAISAL: WEIGHT METHOD

PART I: FRUIT WEIGHT

21. Field Id	22. Acres App.	23. Weight of Fruit from Each Sample Tree										24. Total Weight	25. Number of Samples	26. Average Pounds Per Tree	

PART II: MATURE FRUIT TO COUNT

27. Number of Damaged Fruit in 100-Fruit Sample										28. Total No. Damaged Fruit	29. No. of Samples	30. % Damaged Fruit	31. % Prod. to Count	32. Pounds to Count Per Tree

SECTION C - VALUE OF APPRAISED PRODUCTION

33. Pounds to Count Per Tree	34. Number of Trees Per Acre	35. Pounds to Count Per Acre	36. Minimum Value Per Pound	37. Dollars Per Acre
27.7	100	2,770	.35	970

38. Remarks:

Appraised 5/1. To be pushed out for housing development before harvest.

39. Adjuster's Signature <i>I. M. Adjuster</i>	Code No. XXXXX	Date <i>MM/DD/YYYY</i>	40. Insured's Signature <i>I. M. Insured</i>	Date <i>MM/DD/YYYY</i>
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CHERRY APPRAISAL WORKSHEET (FOR ILLUSTRATION PURPOSES ONLY) MATURE CHERRY EXAMPLE	1. NAME <i>I. M. Insured</i>		2. POLICY NUMBER <i>XXXXXXX</i>		3. CROP YEAR <i>YYYY</i>	
	4. UNIT NUMBER <i>00100</i>		5. ACRES IN UNIT <i>80.0</i>		6. TREES PER ACRE <i>100</i>	
	7. CAUSE OF DAMAGE <i>Rain</i>		8. DATE OF DAMAGE <i>May 11</i>		9. VARIETY/TYPE <i>Bing-Fresh</i>	

SECTION A - IMMATURE (GREEN) CHERRY APPRAISAL: COUNT METHOD

PART I: FRUIT COUNT

10. Field Id	11. Acres App.	12. Fruit Count - Number of Fruit from Each Sample Tree										13. Total Number of Fruit	14. Number of Samples	15. Ave. No. Fruit Per Tree	

PART II: APPRAISED IMMATURE PRODUCTION TO COUNT

16. Ave. No. Fruit Per Tree	17. Survival Factor	18. Number of Fruit to Count	19. Number of Fruit Per Pound	20. Pounds to Count Per Tree

SECTION B - MATURE CHERRY APPRAISAL: WEIGHT METHOD

PART I: FRUIT WEIGHT

21. Field Id	22. Acres App.	23. Weight of Fruit from Each Sample Tree										24. Total Weight	25. Number of Samples	26. Average Pounds Per Tree
<i>B</i>	<i>20.0</i>	<i>51.0</i>	<i>39.8</i>	<i>47.6</i>	<i>52.4</i>	<i>49.6</i>	<i>41.9</i>	<i>52.6</i>	<i>56.4</i>	<i>48.9</i>	<i>46.6</i>	<i>650.0</i>	<i>13</i>	<i>50.0</i>
		<i>49.0</i>	<i>51.3</i>	<i>62.9</i>										

PART II: MATURE FRUIT TO COUNT

27. Number of Damaged Fruit in 100-Fruit Sample										28. Total No. Damaged Fruit	29. No. of Samples	30. % Damaged Fruit	31. % Prod. to Count	32. Pounds to Count Per Tree
<i>48</i>	<i>32</i>	<i>54</i>	<i>50</i>	<i>56</i>	<i>40</i>	<i>52</i>	<i>49</i>	<i>60</i>	<i>36</i>	<i>624</i>	<i>13</i>	<i>48</i>	<i>.08</i>	<i>4.0</i>
<i>50</i>	<i>59</i>	<i>38</i>												

SECTION C - VALUE OF APPRAISED PRODUCTION

33. Pounds to Count Per Tree	34. Number of Trees Per Acre	35. Pounds to Count Per Acre	36. Minimum Value Per Pound	37. Dollars Per Acre
<i>4.0</i>	<i>100</i>	<i>400</i>	<i>.35</i>	<i>140</i>

38. Remarks:

Appraised 5/25.

39. Adjuster's Signature <i>I. M. Adjuster</i>	Code No. <i>XXXXX</i>	Date <i>MM/DD/YYYY</i>	40. Insured's Signature <i>I. M. Insured</i>	Date <i>MM/DD/YYYY</i>
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8. CLAIMS RELIANT ON THE CLOSING OF MARKETING POOLS

A. GENERAL INFORMATION

Sweet cherry producers generally retain ownership of their product until marketed by commercial handlers. Many commercial handlers of fresh and processed cherries traditionally provide final settlement prices to growers after the end of the insurance period. It is not uncommon for the final prices to be released anywhere from 6 months to 3 years after the end of the insurance period. Delayed price settlement by cherry packers and processors impacts both insured cherry growers and insurance providers. Pending claims cannot be settled until final settlement prices are received for the current crop year.

B. DETERMINING VALUE OF HARVESTED CHERRY PRODUCTION

If the insured and the insurance provider agree, and the following situations are applicable, the value for harvested cherries can be determined as follows:

- (1) After the end of the insurance period, the “Minimum Value” per pound shown in the Special Provisions may be used as the entry for item 21 of the Summary of Harvested Production Worksheet when the following situations occur:
 - (a) Settlement prices are not available on 100% of the production from the unit; or
 - (b) The average final settlement price to be received minus the “Allowable Cost” for that portion of the harvested production will be less than the minimum value contained in the Special Provisions, based on verifiable information from the packer or processor.
- (2) If the claim remains open more than 120 calendar days after the published date for the end of the insurance period; or, if the verifiable information specified in B (1) (b) above is not available and there is no final settlement price for any part of the production from the unit, then, the applicable entries for item 10 (Gross Dollars Received) on the Summary of Harvested Production Worksheet will be based on the pounds of harvested production and either:
 - (a) The first handler’s open market price(s) on the date of delivery for the cherries of comparable quality or similar maturity; or
 - (b) The highest open-market price available in the local area on the date of harvest for cherries of comparable quality and similar maturity, if the first handler did not quote open market price(s).
- (3) If the insured and insurance provider do not agree on the price for harvested cherries, refer to the LAM procedure on handling delayed claims.
- (4) The adjuster must document how the price was determined in the remarks section of the claim form or on a Special Report.

9. SUMMARY OF HARVESTED PRODUCTION WORKSHEET ENTRIES AND COMPLETION PROCEDURE

A. GENERAL INFORMATION

- (1) Use this worksheet to record harvested production and sale of cherries.
 - (2) Record all the production delivered to each processor, packinghouse, or other first handler on separate Summary of Harvested Production worksheets. Use separate worksheets for each type of cherries and for sold production, unsold production, and sales from U-pick operations, as applicable. Refer to section 2 B for definition of unsold production.
- ***
- (3) A year-end (pool closing) summary from a processor, packinghouse, or other first handler by cherry type may be used in lieu of individual load or lot data.
 - (4) Handling charges include costs shown on the handler's summary of sales as deductions from gross revenue. These may include grading, cooling, fumigating, packing, packing containers, selling commissions, etc., and other assessments. Do not include harvesting costs within handling charges.
 - (5) Allowable costs account for the harvesting cost that includes cost of harvesting and hauling. Allowable costs are deducted separately from the net price received (refer to the Special Provisions).

B. WORKSHEET ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

**Item
No.**

Information Required

- Company:** Name of insurance provider, if not preprinted on the worksheet (company name).
1. **Insured's Name:** Name of the insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.
 2. **Crop:** "Cherries" (0057).
 3. **Crop Year:** Four digit crop year, as defined in the policy, for which the claim is filed.
 4. **Policy Number:** Insured's assigned policy number.
 5. **Unit Number:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 00100).
 6. **Type/Disposition/Variety:** Cherry type, the disposition, and the variety (optional entry) of the cherries represented by this Summary of Harvested Production worksheet. Use separate worksheets for each type (fresh or processing, as shown on the Special Provisions), and disposition (unsold, U-pick, or sold by first handler; packer, processor, broker, or fruit stand).

7. **Name, Address, and Phone No. of Buyer/Packer:** Name, address and telephone number of the processor, packinghouse, or other first handler of the production. Use separate worksheets for each type and disposition.

PART I - PRODUCTION

NOTE: For columns 10 through 18 below, when there are no specific instructions for either sold, unsold, or U-pick production, no entry is required on the worksheet.

8. **Date:** Date the load, lot, pool, or account reported on the line was delivered, closed, or summarized. List in MM/DD/YYYY format.
9. **Load/Lot/Pool/Summary No.:** Identification number of the load, lot, pool, or account.
10. **Gross Dollars Received:** Sold or U-pick Production: Value per load, lot, pool, or account listed in column 9, before any adjustments, in dollars and cents. If there is no settlement price at the end of the insurance period refer to section 8, herein.

NOTE: Make no entry for unsold production.

11. **Adjustments to Gross Production:** Sold Production: Total of deductions imposed by the packing/processing facility such as in-charges, out-charges, and other industry handling charges customary in the area, in dollars and cents. Refer to subsection 9 A (4) above. If not delivered to a third party, adjustments must be verifiable as packing or processing expenses.
12. **Net Dollars Received:** Sold Production: Column 10 minus column 11, in dollars and cents.
13. **Pounds Delivered:** Sold, Unsold, or U-pick Production: The number of whole pounds per load, lot, pool, or account, as delivered. If production is listed by containers, convert the number of containers to whole pounds of cherries. List any conversion factor(s) used in the Remarks.
14. **Pounds Sold:** Sold Production: The number of whole pounds per load, lot, pool, or account, that were sold. U-pick production: Transfer entry from column 13.
15. **Allowable Cost Per Lb.:** Sold Production: The allowable cost per pound as listed in the Special Provisions for the cherry type, recorded to three decimal places. U-pick production: Enter "0.00."
16. **Allowable Cost:** Sold or U-pick Production: Column 13 times column 15, in dollars and cents.
17. **Adj. Total Value:** Sold or U-pick Production: Column 12 minus column 16, in dollars and cents. Harvested Unsold Production: Make no entry if there is a modified minimum value option in effect for the crop year. Otherwise, refer to section 9 C herein and the LAM for information on delayed claims procedure.

NOTE: Enter "0" for any entries less than zero.

18. **Totals:** Sold or U-pick Production: Separately total columns 13, 14, and 17 for this page. Unsold Production: Sum all page item 18 entries for column 13, in whole pounds.

NOTE: Document any differences between column 13 and column 14 in the Remarks section (i.e., delivered cherries that were discarded by the processor prior to sorting, packing, or processing).

PART II - WEIGHTED VALUE BY TYPE

NOTE: Complete Part II only on the last page of the Summary of Harvested Production form for the cherry type (e.g., fresh or processing). This data must be transferred to Section II of the Production Worksheet. MAKE NO ENTRIES IN THIS SECTION FOR UNSOLD PRODUCTION.

19. **Adjusted Total Value:** Sum of all page item 18 totals for column 17 entries, in dollars and cents.

NOTE: When there are two or more worksheet pages, total all item 19 entries on the last worksheet page.

20. **Total Pounds Sold:** Sum of all page item 18 totals for column 14 entries, in whole pounds.

NOTE: When there are two or more worksheet pages, total all item 20 entries on the last worksheet page. Transfer this entry to section II, column "G - Production," on the T-P-C Production Worksheet.

21. **Adj. Avg. Value Per Pound:** Item 19 divided by item 20, recorded to three decimal places (three decimal places are required to minimize rounding errors).

NOTE: When there are two or more worksheet pages, calculate item 21 entry using the totals from items 19 and 20 on the last worksheet page. Transfer this entry to section II, column "H2- Local Market Price," on the T-P-C Production Worksheet.

22. **Remarks:** Enter any pertinent information such as where unsold production has been stored and how it was valued, factors used to convert reported containers to pounds of cherries (e.g., 1 box = 18.0 pounds, etc.) on each page for which it is applicable.

23. **Adjuster's Signature, Code Number, and Date:** Signature of adjuster, code number, and date signed after the insured (or insured's authorized representative) has signed. If the appraisal is performed prior to signature date, document the date of appraisal in the Remarks/Narrative section of the Appraisal Worksheet (if available); otherwise document the appraisal date in the Narrative of the Production Worksheet.

24. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date on each page. Before obtaining insured's signature, REVIEW ALL ENTRIES WITH THE INSURED, particularly explaining codes, etc., which may not be readily understood.

25. **Page:** Page number of the Summary of Harvested Production pages APPLICABLE TO THE CHERRY TYPE, e.g., Page 1 of 2 Pages, Page 2 of 2 Pages, etc.

COMPANY: Acme Crop Insurance

For Illustration Purposes Only SUMMARY OF HARVESTED PRODUCTION Cherries	1. INSURED'S NAME <i>I. M. Insured</i>		2. CROP <i>Cherries 0057</i>		3. CROP YEAR YYYY
	4. POLICY NUMBER XXXXXX	5. UNIT NUMBER 00100	6. TYPE/DISPOSITION/VARIETY FRESH / SOLD / BING		

7. NAME, ADDRESS, AND PHONE NO. OF BUYER/PACKER
ABC Packing Co., Box XX
Any Town, Any State XXXXX
Tel (XXX) XXX-XXXX

SOLD FRESH FRUIT EXAMPLE

PART I - PRODUCTION

DATE 8	LOAD/LOT/POOL/ SUMMARY NO. 9	GROSS DOLLARS RECEIVED 10	ADJUSTMENTS TO GROSS PROD. 11	NET DOLLARS RECEIVED 12	POUNDS DELIVERED 13	POUNDS SOLD 14	ALLOWABLE COST PER LB. 15	ALLOWABLE COST 16	ADJ. TOTAL VALUE 17
9-20-YYYY	98-BV03	202,567.54	43,628.68	158,938.86	307,877	307,877	0.16	49,260.32	\$109,678.54
18. TOTALS					307,877	307,877			\$109,678.54

Do not enter page totals when there is more than one worksheet page. Refer to the Summary of Harvested Production worksheet page 3 of 3 for item 19, 20, or 21 totals.

PART II - WEIGHTED VALUE BY TYPE

19. ADJUSTED TOTAL VALUE	20. TOTAL POUNDS SOLD	21. ADJ. AVG. VALUE PER POUND	22. REMARKS:
23. ADJUSTER'S SIGNATURE <i>I. M. Adjuster</i>	CODE NUMBER XXXXX	DATE MM/DD/YYYY	24. INSURED'S SIGNATURE <i>I. M. Insured</i>
			DATE MM/DD/YYYY

For Illustration Purposes Only SUMMARY OF HARVESTED PRODUCTION Cherries	1. INSURED'S NAME <i>I. M. Insured</i>		2. CROP <i>Cherries 0057</i>		3. CROP YEAR <i>YYYY</i>
	4. POLICY NUMBER <i>XXXXXXX</i>	5. UNIT NUMBER <i>00100</i>	6. TYPE/DISPOSITION/VARIETY <i>UNSOLD/FRESH/BING</i>		

7. NAME, ADDRESS, AND PHONE NO. OF BUYER/PACKER
*ABC Processing Co., Box XX
 Any Town, Any State XXXXX
 Tel (XXX) XXX-XXXX*

UNSOLD FRESH FRUIT EXAMPLE

PART I - PRODUCTION

DATE 8	LOAD/LOT/POOL/ SUMMARY NO. 9	GROSS DOLLARS RECEIVED 10	ADJUSTMENTS TO GROSS PROD. 11	NET DOLLARS RECEIVED 12	POUNDS DELIVERED 13	POUNDS SOLD 14	ALLOWABLE COST PER LB. 15	ALLOWABLE COST 16	ADJ. TOTAL VALUE 17
<i>9-20-YYYY</i>	<i>98-BV03</i>				<i>1800</i>				
18. TOTALS					<i>1800</i>				

Enter pounds of harvested cherries that were delivered to the processor.

Make no entry in items 19, 20, and 21 on this page. Refer to harvested production worksheet page 3 of 3 for item 19, 20, and 21 totals.

PART II - WEIGHTED VALUE BY TYPE

19. ADJUSTED TOTAL VALUE	20. TOTAL POUNDS SOLD	21. ADJ. AVG. VALUE PER POUND	22. REMARKS: <i>Processor Summary Sheet noted 1800 pounds of cherries were discarded prior to sorting, packing, and processing due to hail damage.</i>
<i>I. M. Adjuster</i>	<i>XXXXX</i>	<i>MM/DD/YYYY</i>	<i>I. M. Insured</i>

For Illustration Purposes Only SUMMARY OF HARVESTED PRODUCTION Cherries	1. INSURED'S NAME <i>I.M. Insured</i>		2. CROP <i>Cherries 0057</i>		3. CROP YEAR <i>YYYY</i>
	4. POLICY NUMBER <i>XXXXXXX</i>	5. UNIT NUMBER <i>00100</i>		6. TYPE/DISPOSITION/VARIETY <i>FRESH / SOLD / BING</i>	

7. NAME, ADDRESS, AND PHONE NO. OF BUYER/PACKER
*My Fruit Stand, Box XX
 Any Town, Any State XXXXX
 Tel (XXX) XXX-XXXX*

U-PICK EXAMPLE

PART I - PRODUCTION

DATE 8	LOAD/LOT/POOL/ SUMMARY NO. 9	GROSS DOLLARS RECEIVED 10	ADJUSTMENTS TO GROSS PROD. 11	NET DOLLARS RECEIVED 12	POUNDS DELIVERED 13	POUNDS SOLD 14	ALLOWABLE COST PER LB. 15	ALLOWABLE COST 16	ADJ. TOTAL VALUE 17
<i>5/20-6/5 YYYY</i>	<i>Ledger</i>	<i>1747.00</i>		<i>1747.00</i>	<i>4990</i>	<i>4990</i>	<i>0.00</i>	<i>0.00</i>	<i>1747.00</i>

Since this is the final page of harvested production worksheets, enter the grand total for all worksheet totals here.

Page 1 total = \$109,678.54
 Page 2 total = \$0.00
 Page 3 total = \$1,747.00
 Grand Total \$111,425.54

Enter grand total for all three pages here.

Page 1 total = 307,877 lbs.
 Page 2 total = 0lbs.
 Page 3 total = 4,990 lbs.
 Grand total = 312,867 lbs.
 Transfer this grand total entry to section II, item "G - Production" on the T-P-C Production Worksheet.

Calculate and enter the Adj. Avg. Value and Transfer this entry to section II, item "H₂ - Local Market Price" on the T-P-C Worksheet

18. TOTALS					<i>4990</i>	<i>4990</i>			<i>1747.00</i>
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PART II - WEIGHTED VALUE BY TYPE

19. ADJUSTED TOTAL VALUE <i>\$111,425.54</i>	20. TOTAL POUNDS SOLD <i>312,867</i>	21. ADJ. AVG. VALUE PER POUND <i>\$0.356</i>	22. REMARKS:			
23. ADJUSTER'S SIGNATURE <i>I M Adjuster</i>		CODE NUMBER <i>XXXXX</i>	DATE <i>MM/DD/YYYY</i>	24. INSURED'S SIGNATURE <i>I. M. Insured</i>		DATE <i>MM/DD/YYYY</i>

C. MODIFIED MINIMUM VALUE OPTION EXAMPLE

- (1) Harvested production to count will be valued as follows: Basic Policy Minimum Value = \$.33/lb.* fresh and \$.28/lb.* processing.
- (2) Where buy-up coverage is in force and the minimum value option has been elected, harvested production to count will be valued as follows: Option I Minimum Value = \$.22/lb.* fresh and \$.16/lb.* processing Option II Minimum Value = \$.11/lb.* fresh and \$.07/lb.* processing

MINIMUM VALUE OPTION TABLE

If the production is Unharvested...	and the policy option elected is...	
	Basic Policy	
Appraised and Marketable	Not less than the minimum value per pound, \$.33/lb.* for fresh cherries, or \$.28/lb.* for processing cherries.	
Appraised and Unmarketable	N/A	

If the production is Harvested...	and the policy option elected is...		
	Basic Policy	Basic Policy plus Option I	Basic Policy plus Option II
Sold and Marketable	The value per pound is the GREATER OF: Avg. \$ received per lb. less allowable cost OR \$.33* per lb. fresh or \$.28* per lb. processing.	The value per pound is the GREATER OF: Avg. \$ received per lb. less allowable cost OR \$.22* per lb. fresh or \$.16* per lb. processing.	The value per pound is the GREATER OF: Avg. \$ received per pound less allowable cost OR \$.11* per lb. fresh or \$.07 per lb. processing.
Unsold and Marketable	*The value per pound is the GREATER OF: Avg \$ received per pound less allowable cost OR \$.33/lb.* fresh or \$.28/lb.* processing.	The value per pound is \$.33* per lb. for fresh cherries and \$.28* per lb. for processing cherries. The Minimum Value Option does not apply to unsold production	
Unsold and Unmarketable	There is no minimum value per lb. for unmarketable production damaged due to insured causes and it is not counted as production to count.		

***NOTE:** The listed values per lb. are for example purposes only. The value per lb. in some cases may not be established until marketing pools close. Refer to section 8 herein, for applicable sold production information and the LAM for delayed claims procedures.

10. CLAIM FORM ENTRIES AND COMPLETION PROCEDURE

A. GENERAL INFORMATION

- (1) The claim form (hereafter referred to as a “T-P-C Production Worksheet”) is a progressive form containing all notices of damage for all preliminary and final inspections on a unit.
- (2) If a T-P-C Production Worksheet has been prepared on a prior inspection, verify each entry and enter additional information as needed. If a change or correction is necessary, strike out all entries on the line and re-enter correct entries on a new line. The adjuster and insured should initial any line deletions.
- (3) Refer to the LAM for instructions regarding the following:
 - (a) Acreage report contains errors.
 - (b) Delayed notices and delayed claims.
 - (c) Corrected claims or fire losses (double coverage) and cases involving uninsured causes of loss, unusual situations, controversial claims, concealment or misrepresentation.
 - (d) Claims involving a Certification Form (when all the acreage on the unit has been appraised to be put to another use or other reasons described in the LAM).
 - (e) “No Indemnity Due” claims (which must be verified by an APPRAISAL or NOTIFICATION from the insured that the production exceeded the guarantee).
- (4) The adjuster is responsible for determining if the insured has complied with all of their requirements under the notice and claim provisions of the policy. If they have not, the adjuster should contact the insurance provider.
- (5) Instructions labeled “**PRELIMINARY**” apply to preliminary inspections only. Instructions labeled “**FINAL**” apply to final inspections only. Instructions not labeled apply to ALL inspections.

B. FORM ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

**Item
No.**

Information Required

1. **Crop/Code #:** “Cherries” (0057).
2. **Unit #:** Five-digit unit number from the Summary of Coverage after it is verified to be correct (e.g., 00100).
3. **Legal Description:** Section, township, and range numbers or other legal description for the location of the unit.

4. **Date of Damage:** First three letters of the month during which MOST of the insured damage (including progressive damage) occurred for each inspection. Include the SPECIFIC DATE where applicable as in the case of frost or rain damage (e.g., MAR 15).
5. **Cause of Damage:** Name of the insured cause of loss for **this crop** as listed in the LAM. If it is evident that no indemnity is due, enter “NONE.” If an insured cause of loss is coded as “Other,” explain in the Narrative.

NOTE: Refer to the Basic Provisions and the crop provisions for information pertaining to insured and uninsured causes of loss.

6. **Primary Cause %:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Percent of damage for the cause of damage listed in item 5 above that is determined to be the primary cause of damage, to the nearest whole percent. The primary cause of damage must exceed 50 percent (e.g., 51%). Enter an “X” for the major secondary cause of damage.

7. **Company/Agency:** Name of the company and agency servicing the contract.
8. **Name of Insured:** Name of the insured that identifies EXACTLY the person (legal entity) to whom the policy is issued.
9. **Claim #:** Claim number as assigned by the insurance provider.
10. **Policy #:** Insured’s assigned policy number.
11. **Crop Year:** Crop year, as defined in the policy, for which the claim is filed.
12. **Additional Units:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Unit number(s) for ALL non-loss units for the crop at the time of final inspection. A non-loss unit is any unit for which a T-P-C Production Worksheet has not been completed. Additional non-loss units may be entered on a single T-P-C Production Worksheet.

NOTE: If more spaces are needed for non-loss units, enter the unit numbers identified as “Non-loss Units,” in the Narrative or on an attached Special Report.

13. **Est. Prod. Per Acre:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Estimated yield per acre in whole pounds of all non-loss units for the crop at the time of final inspection.

14. **Date(s) of Notice of Loss:**

PRELIMINARY:

- a. Date the notice of damage was given for the unit in item 2.
- b. A third preliminary inspection (if needed) requires an additional set of T-P-C Production Worksheets. Enter the date of notice for a third preliminary inspection in the 1st space of item 14 on the second set.
- c. Reserve the “Final” space on the first page of the first set of T-P-C Production Worksheets for the date of notice for the final inspection.
- d. If the inspection is initiated by the insurance provider, enter “Company Insp.” instead of the date.

FINAL: Transfer the last date in the 1st or 2nd space to the FINAL space if a final inspection should be made as a result of the notice. Always enter the complete date of notice (month, day, year) for the FINAL inspection in the FINAL space on the first page of the first set of T-P-C Production Worksheets. For a delayed notice of loss or delayed claim, refer to the LAM.

15. **Companion Policy(ies):**

- a. If no other person has a share in the unit (insured has 100 percent share), MAKE NO ENTRY.
- b. In all cases where the insured has LESS than a 100 percent share of a loss-affected unit, ask the insured if the OTHER person sharing in the unit has a multiple-peril crop insurance contract (i.e., not crop-hail, fire, etc.). If the other person does not, enter “NONE.”
 - (1) If the other person has a multiple-peril crop insurance contract and it can be determined that the SAME insurance provider services it, enter the contract number. Handle these companion policies according to insurance provider instructions.
 - (2) If the OTHER person has a multiple-peril crop insurance contract and a DIFFERENT insurance provider or agent services it, enter the name of the insurance provider and/or agent (and contract number) if known.
 - (3) If unable to verify the existence of a companion contract, enter “Unknown,” and contact the insurance provider for further instructions.

NOTE: Refer to the LAM for further information regarding companion contracts.

SECTION I - ACREAGE APPRAISED, PRODUCTION AND ADJUSTMENTS

Make separate line entries for varying:

- (1) Rate classes, types, or farming practices;
- (2) Appraisals;
- (3) Stages or intended use(s) of acreage;
- (4) Shares (e.g., 50 percent and 75 percent shares on the same unit); or
- (5) Appraisals for damage due to hail or fire if Hail and Fire Exclusion is in effect.

A. **Field ID:** The field identification symbol from a sketch map or an aerial photograph. Refer to the Narrative instructions. In the margin (or in a separate column), enter the date of inspection for the last line entry of each inspection.

B. **Preliminary Acres:**

PRELIMINARY: The number of acres, to tenths, (include “E” if estimated), for which consent for other use has been given. Determine actual acreage, to tenths, when the boundaries of the appraised acreage may not be determined later.

FINAL: MAKE NO ENTRY.

C. **Final Acres:** Refer to the LAM for definition of acceptable determined acres used herein.

Determined acres to tenths (include “E” if estimated) for which consent is given for other use and/or is:

- a. Put to other use without consent.
- b. Abandoned.
- c. Damaged by uninsured causes.
- d. For which the insured failed to provide acceptable records of production.
- e. From which production was sold by direct marketing if the insured failed to meet the requirements contained in the crop provisions.

FINAL: Determined acres to tenths.

NOTE: Acreage breakdowns WITHIN a unit may be estimated (enter “E” in front of the acres) if a determination is impractical AND if authorization was received from the insurance provider. Document authorization in the Narrative.

ACCOUNT FOR ALL ACREAGE IN THE UNIT. In the event of over-reported acres, handle in accordance with individual insurance provider instructions. In the event of under-reported acres, draw a diagonal line in Column “C” as shown.

- C₁ Enter the ACTUAL acres for the orchard or sub-orchard.
 C₂ Enter the REPORTED acres for the orchard or sub-orchard.



D. **Interest or Share:** Insured’s interest in crop to three decimal places as determined at the time of inspection. If shares vary on the same UNIT, use separate line entries.

- E. **Risk:** Three-digit code for the correct “Rate Class” as specified in the actuarial documents. If a “Rate Class” or “High Risk Area” is not specified on the actuarial documents, make no entry. Verify with the Summary of Coverage, and if the “Rate Class” is found to be incorrect, revise according to insurance provider’s instructions. Refer to the LAM.

NOTE: Unrated land is uninsurable without a written agreement.

- F. **Practice:** Three-digit code number, entered exactly as specified on the actuarial documents, for the practice carried out by the insured. If “No Practice Specified,” enter appropriate three-digit code number from the actuarial documents.

- G. **Type/Class/Variety:** Three-digit code number exactly as shown on the actuarial documents, for the type grown by the insured. If “No Type Specified,” enter appropriate three-digit code number from the actuarial documents.

- H. **Stage:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Stage abbreviation as shown below.

<u>STAGE</u>	<u>EXPLANATION</u>
--------------	--------------------

“P”	Acres abandoned without consent, put to other use without consent, damaged solely by uninsured causes, acres for which the insured failed to provide records of production which are acceptable to the insurance provider, or from which production was sold by direct marketing if the insured failed to meet the requirements contained in the crop provisions.
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“H”	Harvested.
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“UH”	Unharvested or put to other use with consent.
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GLEANED ACREAGE: Refer to the LAM for information on gleaning.

- I. **Intended or Final Use:** Use of Acreage. Use the following “Intended Use” abbreviations.

<u>USE</u>	<u>EXPLANATION</u>
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“WOC”	Other use without consent
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“SU”	Solely uninsured
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“ABA”	Abandoned without consent
-------------	---------------------------

“H”	Harvested
-----------	-----------

“UH”	Unharvested
------------	-------------

“TH”	To be harvested
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Verify any “Intended Use” entry. If the final use of the acreage was not as indicated, strike out the original line and initial it. Enter all data on a new line showing the correct “Final Use.”

GLEANED ACREAGE: Refer to the LAM for information on gleaning.

J. **Appraised Potential:** Per-acre appraisal in whole dollars, of POTENTIAL production for the acreage appraised. Refer to the appraisal methods for additional instructions.

NOTE: If there is no potential on UH acreage enter “0.”

K. **Quality Factor:** MAKE NO ENTRY.

L. **Adjusted Potential:**

1. The per-acre whole dollar amount for fruit that was harvested for an appraisal but not sold.
2. If item “J - Appraised Potential” is “0,” MAKE NO ENTRY; otherwise, multiply the total weight of fruit harvested (from the Appraisal Worksheet, Section B, item 24), times the allowable cost. Round the result to two decimal places. Divide by the acres appraised (Column C or C₂), and record the result in whole dollars.

EXAMPLE:

500.0 lbs. = weight of harvested fruit (Appraisal Worksheet, Section B, column 24)
\$0.16 = allowable cost per pound
20.0 acres

$500.0 \text{ lbs} \times \$0.16 \text{ per lb.} = \$80.00 \div 20.0 \text{ acres} = \4.00 ; enter “4” in column L.

M. **+ Uninsured Causes:** EXPLAIN IN THE NARRATIVE.

a. Hail and Fire exclusion NOT in effect.

- (1) Enter NOT LESS than the insured’s amount of insurance per acre in whole dollars for the line, for any “P” stage acreage.

NOTE: On preliminary inspections, advise the insured to keep harvested production from any acreage damaged SOLELY by uninsured causes separate from other production.

- (2) For acreage that is damaged PARTLY by uninsured causes, enter the APPRAISED UNINSURED loss of production per acre in whole dollars, for any such acreage.

b. Refer to the LAM when a Hail and Fire Exclusion is in effect and damage is from hail or fire.

c. Enter the result of adding uninsured cause appraisals to hail and fire exclusion appraisals.

NOTE: For fire losses, if the insured also has other fire insurance (double coverage), refer to the LAM.

N. **Potential Counted:** Column “J” minus column “L” plus column “M” results rounded to whole dollars.

O. **Value Per Pound:** MAKE NO ENTRY.

P. **Total Potential to Count:** Column “C” or “C₁” (as applicable for actual acres) times
*** column “N” results rounded to whole dollars.

Q. **Per Acre:** The dollar amount of insurance per acre, in whole dollars, from the insured’s policy.

R. **Total:** Column “C₂” (reported acres; “C” if acreage is not under-reported) times column “Q,” results rounded to whole dollars.

16. **Total Acres:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total Actual Acres (column “C” [or “C₁” if there are under-reported acres]), to tenths.

NOTE: FOR ITEM 17. WHEN SEPARATE LINE ENTRIES ARE MADE FOR VARYING SHARES, TYPES, ETC., WITHIN THE UNIT, AND TOTALS NEED TO BE KEPT SEPARATE FOR CALCULATING INDEMNITIES, MAKE NO ENTRY AND FOLLOW INSURANCE PROVIDER’S INSTRUCTIONS; OTHERWISE, MAKE THE FOLLOWING ENTRIES.

17. **Totals:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total of column “P” and total of column “R” results in whole dollars.

NOTE: For CAT policies, multiply item P result times .55 unless otherwise instructed by the insurance provider because adjustment will be made by other manual or automated computation process.

NARRATIVE:

If more space is needed, document on a Special Report, and enter “See Special Report.” Attach the Special Report to the Production Worksheet.

- a. If no acreage is released on the unit, enter “No acreage released,” adjuster’s initials, and date.
- b. If notice of damage was given and “No Inspection” is necessary, enter the unit number(s), “No Inspection,” date, and adjuster’s initials. The insured’s signature is not required.
- c. Explain any uninsured causes, unusual, or controversial cases.
- d. If there is an appraisal in section I, column “M” for uninsured causes due to a hail/fire exclusion, show the original hail/fire liability per acre and the hail/fire indemnity per acre.

- e. Document the actual appraisal date if an appraisal was performed prior to the adjuster's signature date on the appraisal worksheet, and the date of the appraisal is not recorded on the appraisal worksheet.
- f. State that there is "No other fire insurance" when fire damages or destroys the insured crop, and it is determined that the insured has no other fire insurance. Refer to the LAM.
- g. Explain any errors found on the Summary of Coverage.
- h. Explain any commingled production. Refer to the LAM.
- i. Explain any entry for "Production Not to Count" in section II, column "J," and/or any production not included in section II, column "I" or column "B" through "E" entries.
- j. Explain a "No" checked in item 19.
- k. Attach a sketch map or aerial photograph to identify the total unit:
 - (1) If consent is or has been given to put part of the unit to another use;
 - (2) If uninsured causes are present; or
 - (3) For unusual or controversial cases.

NOTE: Indicate on the sketch map or aerial photograph, the disposition of acreage destroyed or put to other use with or without consent.
- l. Explain any difference between inspection and signature dates. For an ABSENTEE insured, enter the date of the inspection AND the date of mailing the T-P-C Worksheet for signature.
- m. When any other adjuster or supervisor accompanied the adjuster on the inspection, enter the code number of the other adjuster or supervisor and date of inspection.
- n. Explain any delayed notices or delayed claims as instructed in the LAM.
- o. Document any authorized estimated acres shown in section I, column "C" as follows: "Line 3 'E' acres authorized by insurance provider MM/DD/YYYY."
- p. Document the method and calculation used to determine acres for the unit. Refer to the LAM.
- q. Record any trees removed without an inspection.
- r. Specify the type of insect or disease damage when the insured cause of damage or loss is listed as insects or disease. Explain why control measures did not work.
- s. Explain the reason for a "No Indemnity Due" claim. No Indemnity Due claims are to be distributed in accordance with the insurance provider's instructions.
- t. Document the name and address of the charitable organization when gleaned acreage is applicable. Refer to the LAM for more information on gleaning.
- u. Document any other pertinent information, including any data to support any factors used to calculate the production.

SECTION II - HARVESTED PRODUCTION

GENERAL INFORMATION:

- (1) Account for ALL HARVESTED PRODUCTION (for **ALL ENTITIES** sharing in the crop) except production appraised BEFORE harvest and shown in section I because the quantity cannot be determined later.
- (2) Make separate line entries, in columns “B” through “D” for varying shares; (e.g., 50 percent and 75 percent shares on the same unit).

NOTE: Refer to section II, columns “B” through “D” for specific line entry information.

- (3) If additional lines are necessary, the data may be entered on a continuation sheet.
- (4) There will generally be no harvested production entries in columns “A₁” through “N” for preliminary inspections.

18. **Date Harvest Completed:**

PRELIMINARY: MAKE NO ENTRY.

FINAL:

- a. The earlier of the date the ENTIRE acreage on the unit was (1) harvested, (2) totally destroyed, (3) put to another use, (4) a combination of harvested, destroyed, or put to other use, or (5) the calendar date for the end of the insurance period.
- b. If at the time of final inspection (if prior to the end of the insurance period), there is any unharvested insured acreage remaining on the unit that the insured does not intend to harvest, enter “**Incomplete.**”
- c. If at the time of final inspection (if prior to the end of the insurance period), none of the insured acreage on the unit has been harvested, and the insured does not intend to harvest such acreage, enter “**No Harvest.**”
- d. If the case involves a Certification Form, enter the date from the Certification Form when the entire unit is put to another use, etc. Refer to the LAM.

19. **Similar Damage:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Check “Yes” or “No.” Check “Yes” if amount and cause of damage due to insurable causes is similar to the experience of other orchards in the area. If “No” is checked, explain in the Narrative.

20. **Assignment of Indemnity:** Check “Yes” **only** if an assignment of indemnity is in effect for the crop year; otherwise, check “No.” Refer to the LAM.
21. **Transfer of Right to Indemnity:** Check “Yes” **only** if a transfer of right to indemnity is in effect for the unit for the crop year; otherwise, check “No.” Refer to the LAM.
- A₁. **Share:** RECORD ONLY VARYING SHARES on SAME unit to three decimal places.
- A₂. **Field ID:**
- a. If only one practice, variety, or type of harvested production is listed in section I, MAKE NO ENTRY.
 - b. If more than one practice and/or type of harvested production is listed in section I, indicate for each practice/type the corresponding Field ID (from section I, column “A”).
- B-D. **Row Width, Tractor, Est. Yield:** In the column heading, line out Row Width, Tractor, Est. Yield, and enter “Disposition.” Also, enter on single line, the method(s) of disposition from the Summary of Harvested Production Worksheet(s) (e.g., Disposition - Sold or Unsold). Refer to section 9, herein.
- E.- F. MAKE NO ENTRY.
- G. **Production:** Sold or U-pick Production: Total Pounds Sold (item 20 on the Summary of Harvested Production Worksheet) in whole pounds for all harvested sold fruit. Unsold Production: Column 18 “Totals” (totals of all column 13 “Pounds Delivered” entries) from Summary of Harvested Production Worksheet in whole pounds.
- a. Cherries which are unmarketable due to insurable causes are not counted as production to count.
 - b. Any undamaged marketable cherries or cherries that the producer cannot market, that meet the minimum grade standards as specified in the Special Provisions, must be counted as production to count.
- H₁. **Value Per Pound:** The minimum value per pound listed in the Special Provisions or, if a Modified Minimum Value Option is in effect, the minimum value option price for the applicable cherry type.
- H₂. **Local Mkt. Price:** Sold or U-pick Production: Transfer entry from item 21 Adjusted Average Value per Pound from the Summary of Harvested Production for the type, rounded to three decimal places.
- NOTE:** For cherries that remain unsold 60 days after the calendar date for the end of the insurance period, refer to the section 8, herein, and the LAM for additional procedure on delayed claims.
- I. MAKE NO ENTRY.

J. **Production Not to Count:** Net production NOT to count, **in whole pounds**, WHEN ACCEPTABLE RECORDS IDENTIFYING SUCH PRODUCTION ARE AVAILABLE, from harvested acreage which has been assessed an appraisal of not less than the **dollar amount of insurance** per acre, or from other sources (e.g., other units or uninsured acreage).

THIS ENTRY MUST NEVER EXCEED PRODUCTION SHOWN ON THE SAME LINE. EXPLAIN ANY "PRODUCTION NOT TO COUNT" IN THE NARRATIVE.

K. **Production to Count:** Enter in whole pounds, the result of subtracting the production in item "J" from the production in item "G."

L. **Value of Production:** Enter, to whole dollars, the result of multiplying the production in item "K" by the **greater of** item "H₁" or "H₂" for the line.

M. MAKE NO ENTRY.

N. **Production/Value to Count:** **Transfer entry from item** "L."

NOTE: FOR ITEMS 22-24. WHEN SEPARATE LINE ENTRIES ARE MADE FOR VARYING SHARES, TYPES, ETC., WITHIN THE UNIT, AND TOTALS NEED TO BE KEPT SEPARATE FOR CALCULATING INDEMNITIES, MAKE NO ENTRY AND FOLLOW INSURANCE PROVIDER INSTRUCTIONS; OTHERWISE MAKE THE FOLLOWING ENTRIES.

22. **Section II Total:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Enter the total of column "N," in whole dollars.

23. **Section I Total:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Enter the total of column "P."

24. **Unit Total:**

PRELIMINARY: MAKE NO ENTRY.

FINAL: Total of 22 and 23.

NOTE: For CAT policies, multiply result by .55, unless otherwise instructed by the insurance provider, because adjustments will be made by other manual or automated computation process.

25. **Adjuster's Signature, Code #, and Date:** Signature of adjuster, code number, and date signed **after** the insured (or insured's authorized representative) has signed. For an absentee insured, enter adjuster's code number **ONLY**. The signature and date will be entered **AFTER** the absentee has signed and returned the T-P-C Production Worksheet.

NOTE: Final indemnity inspections should be signed on bottom line.

26. **Insured's Signature:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining insured's signature, REVIEW ALL ENTRIES on the TPC-Production Worksheet WITH THE INSURED, particularly explaining codes, etc., that may not be readily understood.

NOTE: Final inspection should be signed on bottom line.

27. **Page Numbers:**

PRELIMINARY: Page numbers - "1," "2," etc., at the time of inspection.

FINAL: Page numbers - (Example: Page 1 of 1, Page 1 of 2, Page 2 of 2, etc.).

**T-P-C PRODUCTION WORKSHEET
(FOR ILLUSTRATION PURPOSES ONLY)**

1. Crop/Code# <i>Cherries</i> <i>0057</i>		2. Units <i>00100</i>		3. Legal Description <i>SEC-1 TWP-96N RNG-30W</i>				7. Company <i>Any Company</i>				8. Name of Insured <i>I. M. Insured</i>			
4. Date of Damage <i>MAR 15</i>		<i>MAY 10</i>		Agency <i>XYZ Agency</i>				9. Claim # <i>XXXXXXX</i>		11. Crop Year <i>YYYY</i>					
5. Cause of Damage <i>RAIN</i>		<i>RAIN</i>						10. Policy # <i>XXXXXXXXX</i>							
6. Primary Cause % <i>70%</i>		<i>X</i>						14. Date(s) Notice of Loss <i>MM/DD/YYYY MM/DD/YYYY MM/DD/YYYY</i>		Ist		2nd		Final	
12. Additional Units <i>00200</i>								15. Companion Policy(ies)							
13. Est. Prod. Per Acre <i>1000</i>															

SECTION I - ACREAGE APPRAISED, PRODUCTION AND ADJUSTMENTS

Actuarial									Potential Yield							Stage Guarantee	
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Field ID	Prelim Acres	Final Acres	Interest or Share	Risk	Practice	Type Class Variety	Stage	Intended or Final Use	Appraised Potential	Quality Factor	Adjusted Potential	(+) Uninsured Causes	Potential Counted	Value Per Pound	Total Potential to Count (C x N x O)	Per Acre	Total (C x Q)
<i>A</i>		<i>20.0</i>	<i>1.000</i>	<i>D01</i>	<i>002</i>	<i>111</i>	<i>UH</i>	<i>UH</i>	<i>970</i>				<i>970</i>		<i>19,400</i>	<i>2,000</i>	<i>40,000</i>
<i>mm/dd B</i>		<i>20.0</i>	<i>1.000</i>	<i>D01</i>	<i>002</i>	<i>111</i>	<i>UH</i>	<i>UH</i>	<i>140</i>		<i>4</i>		<i>136</i>		<i>2,720</i>	<i>2,000</i>	<i>40,000</i>
<i>mm/dd C</i>		<i>1.0</i>	<i>1.000</i>	<i>D01</i>	<i>002</i>	<i>111</i>	<i>H</i>	<i>H</i>								<i>2,000</i>	<i>2,000</i>
<i>D</i>		<i>39.0</i>	<i>1.000</i>	<i>D01</i>	<i>002</i>	<i>111</i>	<i>H</i>	<i>H</i>								<i>2,000</i>	<i>78,000</i>
16. TOTAL		<i>80.0</i>													<i>22,120</i>	17. TOTALS <i>160,000</i>	

NARRATIVE (If more space is needed, attach a Special Report) *Field A appraised acreage destroyed MM/DD/YYYY. Per certification, no harvesting cost allowed. Field B (L) 500 Lbs. picked for appraisal x \$0.16 (allowed cost) per 20.0 acres. Allowable cost ÷\$4.00 per acre. column J, Fields A and B production from appraisal worksheet. Acreage verified, permanent orchards.*

SECTION II - HARVESTED PRODUCTION

18. DATE HARVEST/SALE COMPLETED <i>MM/DD/YYYY</i>				19. IS DAMAGE SIMILAR TO OTHER FARMS IN THE AREA? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No				20. ASSIGNMENT OF INDEMNITY? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No				21. TRANSFER OF RIGHT TO INDEMNITY? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No				
Stalk Inspection						Adjustments to Harvested Production										
A1	A2	B	C	D	E	F	G	H ₁	H ₂	I	J	K	L	M	N	
Share	Disposition			Leaf Quality		Quota (Q), Non-Quota (NQ), or Bale No.	Production	Value Per Pound		Quality Factor (H ₁ ÷ H ₂)	Production Not to Count (lbs.)	Production to Count (lbs.)	Value of Production (\$)	Value Not to Count (\$)	Production/Value to Count	
Field ID	Row Width	Tractor	Est. Yield	G	F			P	Local Mkt. Price							
	<i>Sold and U-pick</i>						<i>312,867</i>	<i>.35</i>	<i>.356</i>			<i>312,867</i>	<i>111,381</i>		<i>111,381</i>	
I certify that the information provided above, to the best of my knowledge, to be true and complete and that it will be used to determine my loss, if any, to my insured crop. I understand that this Production Worksheet and supporting papers are subject to audit and approval by the company. I understand that this crop insurance is subsidized and reinsured by the Federal Crop Insurance Corporation, an agency of the United States. I understand that any false or inaccurate information may result in the sanctions outlined in my policy and administrative sanctions under 18 U.S.C. §§ 1006 and 1014, 7 U.S.C. § 1506, 31 U.S.C. §§ 729 and 3730 and other federal statutes.														22. SECTION II TOTAL <i>111,381</i>		
														23. SECTION I TOTAL <i>22,120</i>		
														24. UNIT TOTAL <i>133,501</i>		

25. Adjuster's Signature (1st Inspection) <i>I. M. Adjuster</i>			Code # <i>XXXXX</i>	Date <i>MM/DD/YYYY</i>	26. Insured's Signature (1st Inspection) <i>I. M. Insured</i>			Date <i>MM/DD/YYYY</i>
(2nd Inspection) <i>I. M. Adjuster</i>			Code # <i>XXXXX</i>	Date <i>MM/DD/YYYY</i>	(2nd Inspection) <i>I. M. Insured</i>			Date <i>MM/DD/YYYY</i>
(Final Inspection) <i>I. M. Adjuster</i>			Code # <i>XXXXX</i>	Date <i>MM/DD/YYYY</i>	(Final Inspection) <i>I. M. Insured</i>			Date <i>MM/DD/YYYY</i>

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11. REFERENCE MATERIAL

TABLE A - MINIMUM REPRESENTATIVE SAMPLE REQUIREMENTS

Number of Acres	Select*
10.0 or less	The lesser of 10 trees or 5% of the number of trees in the orchard (rounded to the nearest whole tree).*
10.1 to 100.0	10 trees plus 3 trees per additional 10.0 acres.
100.1 or more	37 trees plus 5 trees per additional 100.0 acres.

*Supplemental Sample Size and Appraisal Information

- A. Use of less than the “Minimum Recommended Sample Requirements” is authorized on a unit basis in the situations outlined below if the trees selected for sampling are representative of the orchard or suborchard (Refer to section 4 B, herein).
- (1) The appraised production from at least 60 percent of the sample trees is within 10 percent of the average appraisal for the sampled trees. Sampling of the remaining 40 percent is optional.

EXAMPLE: Ten trees are to be sampled. The first 6 sample tree appraisals are within 10 percent of the average appraisal, as follows:

Sample Number	Actual Appraisal in Lbs.	Average Appraisal in Lbs.	Percent of Average Appraisal
1	45	50	0.90
2	51	50	1.02
3	52	50	1.04
4	47	50	0.94
5	50	50	1.00
6	55	50	1.10
Total:	300	so, $300 \div 6 = 50$ lbs. Average Appraisal	

NOTE: If the quality adjustment for these samples is comparable, sampling of the remaining 4 trees is optional.

- (2) The appraised production from at least 60 percent of the sample trees indicates that the appraised production value per acre will exceed the guarantee per acre. Sampling of the remaining 40 percent is optional.

EXAMPLE:

A 10.0 acre orchard with 109 trees per acre with a \$2000 guarantee/acre and a minimum value of \$0.36/lb. Ten trees are to be sampled. The first 6 trees appraised average 75 pounds of fruit per tree. So, 75 lbs. x 109 trees/acre x \$0.36/lb. minimum value = \$2,943/acre production to count which exceeds the \$2000 guarantee/acre. Considering the quality adjustment, sampling of the 4 remaining trees is optional.

NOTE: Follow the procedure in the LAM for “No Indemnity Due Claims” or complete and sign a “Withdrawal of Claim” form, as applicable.

- (3) The appraised production from at least 60 percent of the sample trees indicates there will be a “zero” value for production to count.

EXAMPLE:

Ten trees are to be sampled. The first 6 sample trees have insurable damage exceeding 50 percent (100 percent quality loss or a “zero” appraisal for fresh cherries only), sampling of the 4 remaining trees is optional.

- B. Pick, sample, and do a quality adjustment for production from each sample tree. Record grade reduction results separately on the applicable worksheet. Calculate the average weight per sample tree by combining the weight of the fruit picked from the sample trees using the following formula:

FORMULA:

Weight of the fruit harvested from all of the sample trees divided by the number of sample trees equals the average weight per sample tree.

- C. Use the average container weights (e.g., lbs/ lug, lbs./box) as determined or verified by the adjuster to calculate the weight of production to count from trees harvested for appraisal.

TABLE B - ADJUSTMENTS TO APPRAISED FRESH CHERRY PRODUCTION

Percent Damaged* Fruit	Percent Marketable Fruit	Percent Production to Count
0 - 10	100 - 90	100
11	89	99
12	88	98
13	87	97
14	86	96
15	85	95
16	84	94
17	83	93
18	82	92
19	81	91
20	80	90
21	79	88
22	78	86
23	77	84
24	76	82
25	75	80
26	74	78
27	73	76
28	72	74
29	71	72
30	70	70
31	69	67
32	68	64
33	67	61
34	66	58
35	65	55
36	64	52
37	63	49
38	62	46
39	61	43
40	60	40
41	59	36
42	58	32
43	57	28
44	56	24
45	55	20
46	54	16
47	53	12
48	52	8
49	51	4
50 - 100	50 - 0	0

*Due to insurable causes

TABLE C - ADJUSTMENT TO APPRAISED **PROCESSING CHERRY PRODUCTION**

Percent Damaged* Fruit	Percent Marketable Fruit	Percent Production to Count
0 - 20	100 -80	100
21	79	99
22	78	98
23	77	97
24	76	96
25	75	95
26	74	94
27	73	93
28	72	92
29	71	91
30	70	90
31	69	88
32	68	86
33	67	84
34	66	82
35	65	80
36	64	78
37	63	76
38	62	74
39	61	72
40	60	70
41	59	68
42	58	66
43	57	64
44	56	62
45	55	60
46	54	58
47	53	56
48	52	54
49	51	52
50	50	50
51	49	48
52	48	46
53	47	44
54	46	42
55	45	40
56	44	38
57	43	36
58	42	34
59	41	32
60	40	30
61	39	28
62	38	26
63	37	24
64	36	22
65	35	20
66	34	18
67	33	16
68	32	14
69	31	12
70	30	10
71	29	8
72	28	6
73	27	4
74	26	2
75 -100	25 - 0	0

*Due to insurable causes

TABLE D - NUMBER OF CHERRIES PER POUND

DIAMETER, INCHES	ROW SIZE	NUMBER OF FRUIT PER POUND
67/64	10	50
64/64	10 1/2	55
61/64	11	60
57/64	11 1/2	65
54/64	12	75
51/64	12 1/2	86
48/64	13	100

TABLE E - TREES PER ACRE (Subtract missing/non-producing trees)

		DISTANCE BETWEEN TREES (FEET)																								
		10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34
10	436	396	363	335	311	290	272	256	242	229	218	207	198	189	182	174	168	161	156	150	145	141	136	132	128	124
11		360	330	305	283	264	248	233	220	208	198	189	180	172	165	158	152	147	141	137	132	128	124	120	116	113
12			303	279	259	242	227	214	202	191	182	173	165	158	151	145	140	134	130	125	121	117	113	110	107	104
13				258	239	223	209	197	186	176	168	160	152	146	140	134	129	124	120	116	112	108	105	102	99	96
14					222	207	194	183	173	164	156	148	141	135	130	124	120	115	111	107	104	100	97	94	92	89
15						194	182	171	161	153	145	138	132	126	121	116	112	108	104	100	97	94	91	88	85	83
16							170	160	151	143	136	130	124	118	113	109	105	101	97	94	91	88	85	83	80	78
17								151	142	135	128	122	116	111	107	102	99	95	92	88	85	83	80	78	75	73
18									134	127	121	115	110	105	101	97	93	90	86	83	81	78	76	73	71	69
19										121	115	109	104	100	96	92	88	85	82	79	76	74	72	69	67	66
20											109	104	99	95	91	87	84	81	78	75	73	70	68	66	64	62
21												99	94	90	86	83	80	77	74	72	69	67	65	63	61	59
22													90	86	83	79	76	73	71	68	66	64	62	60	58	57
23														82	79	76	73	70	68	65	63	61	59	57	56	54
24															76	73	70	67	65	63	61	59	57	55	53	52
25																70	67	65	62	60	58	56	54	53	51	50
26																	64	62	60	58	56	54	52	51	49	48
27																		60	58	56	54	52	50	49	47	46
28																			56	54	52	50	49	47	46	44
29																				52	50	48	47	46	44	43
30																					48	47	45	44	43	41
31																						45	44	43	41	40
32																							43	41	40	39
33																								40	39	38
34																									38	37
35																										36

For spacing not shown on the chart: Multiply the distance between plants (nearest tenth of a foot) times the distance between rows (nearest tenth of a foot) and divide the result into 43,560 square feet per acre (round to the nearest whole number). EXAMPLE: (6.5 ft. times 10 ft. equals 65 sq. ft.) then 43,560 divided by 65 equals 670 trees per acre.

