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Department of
Agriculture



Federal Crop
Insurance
Corporation



Product
Administration
and Standards
Division

CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK

FCIC-25670 (07-2007) **2008 and Succeeding Crop Years**

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

FEDERAL CROP INSURANCE HANDBOOK	NUMBER: 25670 (07-2007)
SUBJECT: CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK 2008 AND SUCCEEDING CROP YEARS	OPI: Product Administration and Standards Division
	APPROVED: DATE: /s/ Tim B. Witt 7/31/07 Deputy Administrator, Product Management

THIS HANDBOOK CONTAINS THE OFFICIAL FCIC-ISSUED LOSS ADJUSTMENT STANDARDS FOR THIS CROP FOR THE 2008 AND SUCCEEDING CROP YEARS. ALL REINSURED COMPANIES WILL UTILIZE THESE STANDARDS FOR BOTH LOSS ADJUSTMENT AND LOSS TRAINING.

SUMMARY OF CHANGES/CONTROL CHART

The following list contains significant changes to this handbook, as determined by us. It may not represent all changes made. All changes made to this handbook are applicable regardless of whether or not listed.

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

Changes for Crop Year 2008 (FCIC-25670) issued **July 2007**:

- A. Throughout the handbook, changed references from “insurance provider” to AIP (Approved Insurance Provider). Also, deleted signature/date/page number entries on all worksheets. Finally, revised references to parcels of land within an insured unit from blocks/plots, etc., to orchards/suborchards.
- B. Page TC 1, subsections 3 B, 3 D, 4 B, 7 A - C, and 11: Inserted/revised subsection headings.
- C. Page TC 2, subsections 9 A - C and 10 A - C: Inserted/revised subsection headings.
- D. Page 1, section 1: Revised handbook introductory statement.
- E. Page 1, subsection 2 A: Aligned text in outline format. Also, inserted references to the insured’s authorized representative and Approved Insurance Provider (AIP).
- F. Page 1, subsection 2 B: Inserted **CAT** and **DSSH** abbreviations.
- G. Page 2, subsection 3 A: Inserted reference to the Basic Provisions, Cherry Pilot Crop Provisions (i.e., Crop Provisions), and Special Provisions for additional insurability requirements.

CHERRY PILOT LOSS ADJUSTMENT STANDARDS HANDBOOK

SUMMARY OF CHANGES/CONTROL CHART (Continued)

- H. Page 3, subsection 3 B: Revised subsection heading and deleted references to optional units, written agreements, and hail/fire exclusions.
- I. Page 4, subsection 3 D: Deleted cherry grade standards by state and replaced them with reference to the Special Provisions for current grade standards.
- J. Page 5, subsection 4 B: Revised subsection heading.
- K. Page 7, subsection 5 A, Mature Cherry Appraisals: Added “fruit that is direct marketed” to the list of reasons for conducting mature cherry appraisals.
- L. Page 9, subsection 5 C (2) (b): Inserted instructions to select sample fruit from an adjacent tree in the grid when the tree originally selected as a representative sample does not have at least 100 fruit.
- M. Page 9, subsection 5 C (3) “NOTE:” Deleted instructions for calculating the reimbursement for the insured’s cost of harvesting fruit for fruit weight appraisals.
- N. Page 10, subsection 5 C (5) (c): Inserted text that states that the net price received by the grower is the price of fruit delivered to the processor/packer.
- O. Pages 11-12, subsection 7 A: Inserted new subsection entitled “Appraisal Worksheet Standards.”
- P. Page 12, subsection 7 B (3): Revised subsection heading and inserted instructions to complete a separate appraisal worksheet for each orchard/suborchard and for each cherry type in the unit, as applicable.
- Q. Pages 12-15, subsection 7 C: Revised appraisal worksheet item entry instructions.
- R. Pages 16-18, example Appraisal Worksheets: Revised the number of representative sample tree entries to track with new **TABLE A** requirements.
- S. Page 20, subsection 9 A: Inserted new subsection entitled “Harvested Production Worksheet Standards.”
- T. Page 20, subsection 9 B (6): Inserted reference to the Special Provisions for allowable cost information. Also, inserted text that states that the net price received is the price of delivered cherry production.
- U. Page 22, subsection 9 C: Revised item 18 heading and item entry instructions to document “Delivered” cherry production.

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SUMMARY OF CHANGES/CONTROL CHART (Continued)

- V. Pages 24 - 26: Inserted new worksheet format entitled “Summary of Harvested Cherry Production Worksheet” that replaces the “Summary of Harvested Production” (Cherries/Raspberries and Blueberries) worksheet format.
- W. Page 27, subsection 9 D, Modified Minimum Value Option Table: Changed selected references from “\$ Received per Pound” to “Net Price per Lb.”
- X. Page 28, subsection 10 A: Inserted new subsection entitled “Claim Form Standards.”
- Y. Page 30, item 14 “Date(s) of Notice of Loss:” Revised dates of “Notice of Loss” information to track with RMA-issued handbook standards.
- Z. Page 31, item A “Field ID:” Revised field identification information to track with RMA-issued handbook standards.
- AA. Page 33, item I “Intended or Final Use:” Inserted “Bulldozed” as a final use of acreage. Also, deleted “TH” (to Harvest) as a final use of acreage.
- BB. Page 33, item L “Adjusted Production:” Deleted instructions for calculating the reimbursement for the insured’s cost of harvesting fruit for fruit weight appraisals.
- CC. Page 34, item 17 “Totals:” Moved instructions for calculating CAT claims to page 39, herein.
- DD. Pages 34 - 35, Narrative, item “b:” Revised instructions for documenting “No Inspection” claim information to track with RMA-issued handbook standards. Item “i,” deleted text that is not applicable to perennial tree crop claims.
- EE. Page 39, item 24 “Unit Total:” Inserted instructions for calculating CAT claims.
- FF. Page 40, example T-P-C Production Worksheet: Revised section II entries to track with revised entries on the example Harvested Production Worksheets.
- GG. Page 41, **TABLE A:** Revised the minimum number of representative sample trees required for appraisals to track with RMA-issued standards for tree crop handbooks.
- HH. Page 41: Deleted “Supplemental Sample Size and Appraisal Information” procedures following **TABLE A.**
- II. Throughout the handbook, made syntax and format changes as needed so that this handbook tracks with RMA-issued crop handbook standards formatting.

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SUMMARY OF CHANGES/CONTROL CHART (Continued)

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	1-4	1-2	1-40	41-44	07-2007	FCIC-25670

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1. INTRODUCTION

THIS HANDBOOK MUST BE USED IN CONJUNCTION WITH THE LOSS ADJUSTMENT MANUAL (LAM) STANDARDS HANDBOOK FCIC-25010.

The FCIC-issued loss adjustment standards for this crop are the official standard requirements for adjusting Multiple Peril Crop Insurance (MPCI) losses in a uniform and timely manner. The FCIC-issued standards for this crop and crop year are in effect as of the signature date for this crop handbook are located on the internet at www.rma.usda.gov/handbooks/25000/index.html. All approved insurance providers (AIPs) will utilize these standards for both loss adjustment and loss training for the applicable crop year. These standards include crop appraisal methods, claims completion instructions, and form standards that supplement the general (not crop-specific) loss adjustment standards identified in the 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

- (1) The following is the minimum distribution of forms completed by the adjuster and signed by the insured (or insured's authorized representative) for the loss adjustment inspection:
 - (a) One legible copy to insured.
 - (b) The original and all remaining copies as instructed by the AIP.
- (2) It is the AIP'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:

CAT

DSSH

MMVO

**T-P-C Production
Worksheet**

Catastrophic Risk Protection

Document and Supplemental Standards Handbook, FCIC-24040.

Modified Minimum Value Option

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 **AIP** is to determine that the insured has complied with all policy provisions of the insurance contract. Cherry Pilot Crop Provisions (hereafter referred to as the **Crop Provisions**) which are to be considered in this determination include (but are not limited to):

A. INSURABILITY

The following may not be a complete list of insurability requirements. Refer to the **Basic Provisions, Crop Provisions, and Special Provisions** for a complete list.

- (1) **Insured Crop.** The crop insured will be all cherries in the county for which a premium rate is provided by the actuarial documents:
 - (a) In which the insured has a share;
 - (b) That are of varieties (scion and rootstock) adapted to the area;
 - (c) That are irrigated unless the Special Provisions allow a nonirrigated practice;
 - (d) That are grown on trees that have reached the minimum age, if specified in the Special Provisions, at the time insurance attaches and produced at least the amount of cherries specified in the Special Provisions;
 - (e) That are grown in an orchard that, if inspected, is considered acceptable by the **AIP**; and;
 - (f) That are not direct marketed, unless the insured complies with the requirements for direct marketed cherries contained in the **Crop Provisions**.

- (2) **Interplanted Crops.** Cherries interplanted with another perennial crop are insurable unless the AIP inspects the acreage and determines it does not meet the insurability requirements contained in the Crop Provisions.
- (3) **Uninsured Damage.** 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 to trees and/or fruit 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 Crop Provisions.
- (4) **Applicability.** Within the Crop Provisions is a requirement that insureds file a “notice of damage or loss:”
 - (a) Within 3 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. This provision was added to the usual notice of damage requirements due to the quick deterioration of quality when rain causes split cherries. This provision does not mandate an appraisal or even an inspection, but only a notice of damage from the insured. The AIP 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. If timely notice that the production will be sold by direct marketing is NOT given and such failure results in the AIP’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 AIP’s inability to inspect the damaged production, production to count shall be not less than the dollar amount of insurance per acre.

B. PROVISIONS AND PROCEDURES NOT APPLICABLE TO CAT COVERAGE

- (1) Modified Minimum Value Option.
- (2) 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. 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. CHERRY GRADE REQUIREMENTS

As stated in the Crop Provisions, marketable cherry production is defined as 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 the grade standards. Refer to the Special Provisions for current cherry grade information.

4. CHERRY APPRAISALS

A. GENERAL INFORMATION

- (1) Potential production **for all types of inspections** 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 **AIP**. An appraisal or inspection may be necessary when:
 - 1 Verifiable production or adequate sales records may not be available;
 - 2 Damage has occurred through uninsured causes of loss;
 - 3 Any production will be sold by direct marketing (without being commercially packed or processed); or
 - 4 Indicated in the Special Provisions (e.g., California and Utah).
- (3) Make separate appraisals for each cherry **type** grown in the **unit/orchard/suborchard**, as applicable. Refer to the LAM for additional reasons for appraisals.
- (4) Appraisal dates:
 - (a) **AIP** representatives will set appraisal dates.
 - (b) Whenever appraisals are necessary, inspect the **unit/orchard/suborchard** after the normal fruit-drop period and before the fruit is removed from the trees.

B. SELECTING REPRESENTATIVE SAMPLE TREES FOR APPRAISALS

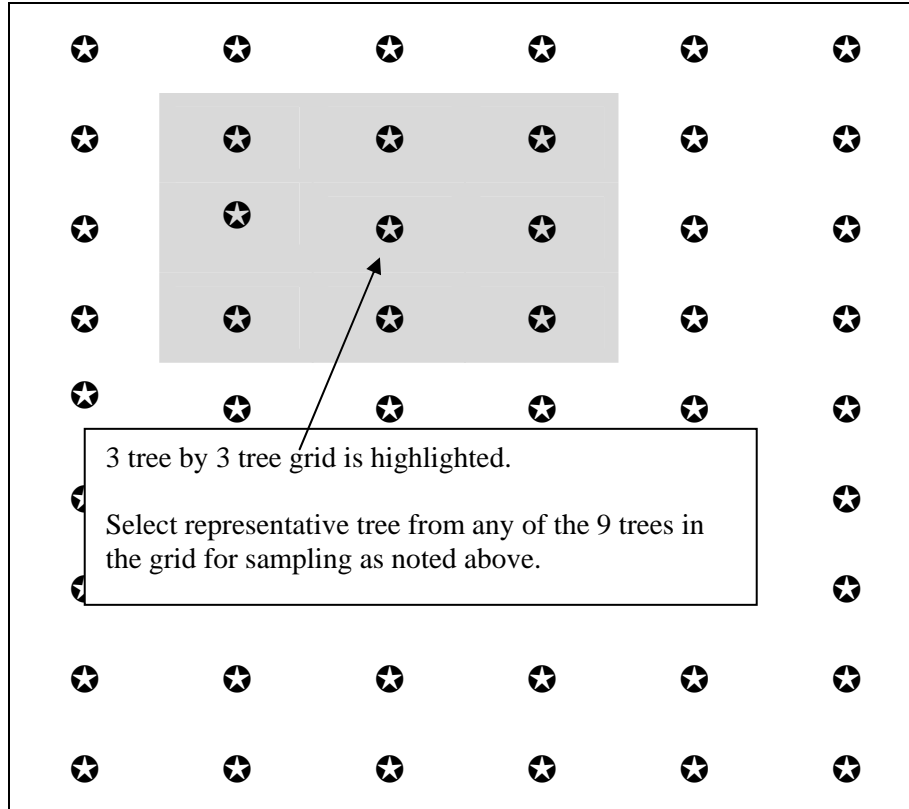
- (1) Make a general examination of all acreage in the orchard/suborchard. Determine the number and general location of trees to be used in the representative sample based on:
 - (a) Total acreage and number of trees;
 - (b) Extent of variation in the amount of production or damage within the acreage and 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;
 - (c) Percent of each type or variety in the acreage;
 - (d) Tree age, damage, size, density, and vigor;
 - (e) 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.
- (2) Take not less than the minimum number (count) of representative samples required in **TABLE A**, herein.

C. ORCHARD APPRAISALS

- (1) Timing of pre-harvest appraisals when required by the **AIP**.
 - (a) Arrange to inspect the orchard/suborchard 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 orchard/suborchard. If the orchard/suborchard 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.
- (3) 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 (nine trees) surrounding and including this target tree, choose a single representative tree (of the nine trees) as the actual tree to be sampled (refer to the diagram below).

Typical Tree Layout (Overhead View)

★ = Individual Cherry Tree



- (a) All **representative** sample trees must be completely picked or harvested (refer to section 5 C, herein, for exceptions to this procedure when there is a possibility of a total crop loss). 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 (**refer to section 5 herein for appraisal instructions**).

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 **representative** sample trees, make arrangements to leave UNHARVESTED representative **sample** trees for inspection when the cherries are ready for harvest (for harvest appraisal). The adjuster and insured should jointly determine the representative **sample** trees to be selected. Make a sketch map of the orchard/**suborchard, as applicable**, indicating the **representative** sample trees by row number and tree count within the chosen row. An adjuster must be present when the representative **sample** trees are harvested.

5. APPRAISAL METHODS

A. GENERAL INFORMATION

These instructions provide information on appraisal methods for:

*Appraisal Method...	Use...
Immature (Green) Cherry Appraisals	If the unit/orchard/suborchard will be abandoned or destroyed before the fruit matures, or after the normal fruit drop period, and before general maturity of the crop.
Mature Cherry 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; (d) Harvested per acre fruit production does not reflect the unharvested per acre fruit potential remaining and the guarantee has not been met, or (e) Fruit is direct marketed.

*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) CHERRY APPRAISALS

(1) General Information.

- (a) For immature (green) fruit appraisals, complete sections A and C of the Cherry Appraisal Worksheet (**hereafter referred to as the appraisal worksheet**).
- (b) Use **TABLE A**, herein, to determine the number of representative sample **trees** based on insured acreage. Use the procedure in subsection 4 **B**, herein, to select representative sample trees.

(2) Fruit Count.

- (a) Count the number of fruit from each representative sample tree to determine the average number of green fruit per tree.
- (b) Do not include any fruit damaged to the extent that it would not remain on the tree until maturity.
- (c) Include fruit damaged by uninsured causes in fruit counts.

(3) Appraised Immature Production to Count.

- (a) Multiply the average number of fruit per tree by 0.90 (survival factor) to calculate the average number of fruit to count per tree.

- (b) Divide the result of subsection (3) (a) above 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. Whenever a new cherry variety does not meet the number of cherries per pound criteria stated above, determine the actual cherry size and refer to 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 subsection (3) (b) above) by the number of trees per acre to calculate the total pounds of fruit per acre.
- (b) Multiply the total pounds of fruit per acre from subsection (4) (a) above by the minimum value per pound (from the Special Provisions) for the applicable cherry type insured to calculate the whole-dollar potential value of cherries per acre for the orchard/suborchard (refer to the example below).

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 0.90 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 = 2,770.0 Pounds per Acre
(d) 2,770.0 Pounds per Acre x \$0.35 per Pound = \$970 Potential Value per Acre

C. MATURE CHERRY APPRAISALS

(1) **General Information.**

- (a) Arrange with the insured to harvest fruit from representative sample trees after the crop has reached maturity.
- (b) Complete sections B and C of the appraisal worksheet.
- (c) Use TABLE A, herein, to determine the number of representative sample trees based on insured acreage. Use the procedure in subsection 4 B, herein, to select representative sample trees.

- (2) **Mature Fruit to Count.** The adjuster should examine the insured acreage to determine if it is necessary to split the orchard into suborchards (based on the amount and severity of crop damage, insurable types/varieties of cherries, etc.) for appraisal purposes. For each orchard/suborchard, as applicable, the adjuster should verify the percent of fruit damage due to insured causes before determining whether it is necessary to harvest additional fruit. Use the following procedure to calculate the percent of fruit damage on representative sample trees.

- (a) Inspect the damaged acreage to verify that the cause of damage is due to an insured cause.

- (b) Randomly select a 100-fruit sample from each sample tree. If a sample tree does not have 100 fruit, select additional fruit from adjacent tree(s) in the grid with similar crop damage, as applicable, to complete the 100-fruit sample.
- (c) Separate the fruit in each 100-fruit sample into two categories, as follows:
- 1 **Marketable production to count** that includes all cherries meeting the minimum grade standards (refer to the Special Provisions for grade information), 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.
- (d) Total the number of damaged fruit due to insured causes from all representative sample trees. Divide this total by the number of representative sample trees to calculate the average percent of damaged fruit per tree.
- (e) Apply the percent production to count factor from either **TABLE B (for fresh production)** or **TABLE C (for processing production)**, as applicable, to calculate the adjustment to appraised production.
- 1 For each orchard/suborchard appraised, if the average percent of damaged fruit results in a total crop loss (zero production to count), no additional fruit needs to be harvested from the representative sample trees.
 - (i) Complete all applicable column entries on the appraisal worksheet for calculating the average percent of damaged fruit to document that the appraisal was a total crop loss.
 - (ii) Refer to the example appraisal worksheet, herein, that illustrates how to make column entries for total crop loss appraisals.
 - 2 If the average percent of damaged fruit falls below either the 50% threshold for fresh cherries or the 75% threshold for processing cherries, refer to procedures in subsections 4 C and 5 C (3), herein, for selecting additional representative sample trees and completing the fruit weight portion of the appraisal.
- (3) **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/suborchard. Have all the fruit picked from each sample tree.
 - (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/suborchard, as applicable.
 - (c) Divide the total weight of all the samples from subsection (3) (b) above by the number of sample trees to calculate the average weight of fruit per tree, in pounds to tenths.

(4) **Value of Appraised Production.**

- (a) Multiply the average pounds of production to count per tree from **subsection (3) (c) above** by the number of trees per acre in the orchard/suborchard to calculate the total pounds **rounded to tenths** of mature cherries to count per acre.
- (b) Multiply the total pounds **rounded to tenths** of mature cherries to count per acre from **subsection (4) (a) above**, by not less than 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 (see example below).

EXAMPLE:

Minimum value for fresh cherries = \$0.35 per lb. with 52 percent mature marketable **fruit** (48 percent damaged by insurable causes). From **TABLE B**, locate 52 percent marketable **fruit**, the corresponding percent production to count is 8 percent or 0.08.

- (a) Appraised 50.0 lbs. of fruit per tree x 0.08 production to count = 4.0 lbs. of fruit per tree.
- (b) 4.0 lbs. of fruit per tree x 100 trees per acre = 400.0 lbs. per acre.
- (c) 400.0 lbs. per acre x \$0.35 minimum value per lb. = \$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 from harvested **acreage** is representative of the fruit remaining on unharvested acreage.
- (b) Where the integrity of the pack-out percentage can be assured (i.e., 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 **for fruit delivered to the processor/packer** minus **the** allowable costs to calculate the value of fruit actually sold. 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 not less than the minimum value listed in the Special Provisions to calculate the value of appraised unharvested production.

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 on this handbook. Refer to the LAM for additional information.

7. APPRAISAL WORKSHEET ENTRIES AND COMPLETION PROCEDURES

A. APPRAISAL WORKSHEET STANDARDS

- (1) The entry items in subsection C are the minimum requirements for the appraisal worksheet. All of these entry items are “Substantive,” (i.e., they are required).
- (2) Appraisal worksheet completion instructions. The completion instructions for the required entry items on the appraisal worksheet in the following subsections are “Substantive,” (i.e., they are required).
- (3) The Privacy Act and Nondiscrimination statements are required statements that must be printed on the form or provided to the insured as a separate document. These statements are not shown on the example form in this exhibit. The current Privacy Act and Nondiscrimination statements can be found in the DSSH.
- (4) Refer to the DSSH for other crop insurance form requirements (e.g., font point, size, etc.).

B. GENERAL INFORMATION FOR APPRAISAL WORKSHEET ENTRIES AND COMPLETION PROCEDURES

- (1) Include the AIP’s name in the appraisal worksheet title if not preprinted on the AIP’s worksheet, or when a worksheet entry is not provided.
- (2) Include the claim number on the appraisal worksheet (when required by the AIP) when a worksheet entry is not provided.
- (3) Complete separate appraisal worksheets for each unit/orchard/suborchard inspected, as applicable. Complete separate appraisal worksheets for each cherry type in the unit, as applicable.
- (4) For every inspection complete columns 1 through 9 and columns 33 through 41 on the appraisal worksheet. Complete appraisal worksheet sections A, B, and C as instructed below.

C. APPRAISAL WORKSHEET ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

**Item
No.**

Information Required

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

Claim #: Claim number as assigned by the **AIP**.

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. Refer to **TABLE E** if there is a 100% stand; or, determine the number of trees by count if less than 100% stand (the adjuster may verify the number of producing/insured trees from either the self-certification inspection and/or pre-acceptance inspections reports, as applicable).
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," etc.). Appraise each type and variety separately, as applicable.

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

PART I: FRUIT COUNT

10. **Field ID:** **Applicable orchard/suborchard** identification symbol.
11. **Acres App.:** Number of determined acres, rounded to tenths, in **the orchard/suborchard** 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 **results** 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” **if not preprinted on the appraisal worksheet.**
18. **Number of Fruit to Count:** Item 16 **multiplied by** item 17, record **results** as whole fruit.
19. **Number of Fruit per Pound:**
 - a. Enter either 65 cherries per pound for California and Montana, or 60 cherries per pound for all other states.
 - b. Whenever a cherry variety will not meet the number of cherries per pound criteria noted in item 19 a 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, **results in pounds** rounded to tenths.

SECTION B - MATURE CHERRY APPRAISAL: WEIGHT METHOD

PART I - FRUIT WEIGHT

21. **Field ID:** **Applicable orchard/suborchard** identification symbol.
22. **Acres App.:** Number of determined acres, rounded to tenths, in the **orchard/suborchard** 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, results **in pounds** 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 representative sample tree, separate fruit that is damaged by insured causes from fruit that must be included as production to count. If the selected representative sample tree does not have 100 fruit, select additional fruit from adjacent tree(s) in the grid, as applicable, to complete the 100-fruit sample. Count the number of fruit damaged by insured causes. Record the number of fruit damaged by insured causes from each 100-fruit sample.
28. **Total No. Damaged Fruit:** The sum of all (percent) unmarketable fruit from all sample trees in item 27.
29. **No. of Samples:** Number of samples taken.
30. **% Damaged Fruit:** Item 28 divided by item 29, record results as a whole percent (e.g., enter 48% as "48").
31. **% Prod. to Count:** Apply the % from item 30 to TABLE B for fresh cherries or TABLE C for processing cherries, as applicable to determine the percent production to count. Enter the whole percent production to count as a decimal (e.g., enter 8% as .08). If there is a total crop loss enter "0" (zero). Refer to the total crop loss example appraisal worksheet herein.
32. **Pounds to Count per Tree:** Item 26 multiplied by item 31, results rounded to tenths (e.g., item 26 = 50.0 lbs. per tree multiplied by .08 = 4.0 lbs. of cherries to count per tree). If there is a total crop loss enter "0" (zero). Refer to the total crop loss example appraisal worksheet herein.

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 Appraisals, as applicable. If there is a total crop loss enter "0" (zero). Refer to the total crop loss example appraisal worksheet herein.
34. **Number of Trees per Acre:** Transfer entry from item 6.
35. **Pounds to Count per Acre:** Item 33 multiplied by item 34, round results to the nearest whole pound. If there is a total crop loss enter "0" (zero). Refer to the total crop loss example appraisal worksheet herein.
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 multiplied by item 36, round results to the nearest whole dollar. Transfer this amount to section I, column J - "Appraised Potential" on the claim form. If there is a total crop loss enter "0" (zero). Refer to the total crop loss example appraisal worksheet herein.
38. **Remarks:** Enter any information pertinent to the appraisal including date of appraisal, how the number of fruit per pound was determined, etc.

The following required entries are not illustrated on the appraisal worksheet example below.

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" section of the appraisal worksheet (if available); otherwise, document the appraisal date in the "Narrative" of the claim form.
40. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date. BEFORE obtaining **the** insured's signature, REVIEW ALL ENTRIES on the appraisal worksheet WITH THE INSURED **or the insured's authorized representative**, 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)

1. NAME <i>I. M. Insured</i>		2. POLICY NUMBER <i>XXXXXXXXX</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>Apr 20</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
<i>A</i>	<i>20.0</i>	<i>1,600</i>	<i>2,100</i>	<i>1,920</i>	<i>2,300</i>	<i>1,960</i>	<i>2,120</i>			<i>12,000</i>	<i>6</i>	<i>2,000</i>

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
<i>2,000</i>	<i>0.90</i>	<i>1,800</i>	<i>65</i>	<i>27.7</i>

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
<i>27.7</i>	<i>100</i>	<i>2,770</i>	<i>.35</i>	<i>970</i>

38. Remarks:

Appraised 5/1. Trees appraised because they are to be pushed out before harvest for a housing development.

EXAMPLE IMMATURE APPRAISAL

This form example does not illustrate all required entry items (e.g., signatures, etc.).

CHERRY APPRAISAL WORKSHEET (FOR ILLUSTRATION PURPOSES ONLY)	1. NAME <i>I. M. Insured</i>			2. POLICY NUMBER <i>XXXXXXXXX</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>52.0</i>	<i>46.0</i>	<i>50.0</i>	<i>54.0</i>	<i>52.0</i>	<i>46.0</i>						<i>300.0</i>	<i>6</i>	<i>50.0</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>38</i>	<i>54</i>	<i>50</i>	<i>55</i>	<i>43</i>					<i>288</i>	<i>6</i>	<i>48</i>	<i>.08</i>	<i>4.0</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.

EXAMPLE MATURE APPRAISAL

This form example does not illustrate all required entry items (e.g., signatures, etc.).

CHERRY APPRAISAL WORKSHEET (FOR ILLUSTRATION PURPOSES ONLY)	1. NAME		2. POLICY NUMBER		3. CROP YEAR	
	<i>I. M. Insured</i>		XXXXXXXX		YYYY	
	4. UNIT NUMBER		5. ACRES IN UNIT		6. TREES PER ACRE	
	00100		80.0		100	
7. CAUSE OF DAMAGE		8. DATE OF DAMAGE		9. VARIETY/TYPE		
Rain		May 11		Bing-Fresh		

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	
C	3.0														

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
68	85	70	82	90						395	5	79	0	0

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
0	100	0	.35	0

38. Remarks:

On 5/25, inspected 3.0 acres that appeared to suffer a total crop loss due to rain. Harvested a 100-fruit sample from 6 trees to determine that the average percent of damage was due to insured causes.

EXAMPLE MATURE APPRAISAL WITH A TOTAL CROP LOSS

This form example does not illustrate all required entry items (e.g., signatures, etc.).

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 AIPs. 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 AIP 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 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 subsection 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 13 (Gross Dollars Received) on the 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 AIP 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 “Narrative” section of the claim form or on a Special Report, as applicable.

9. SUMMARY OF HARVESTED PRODUCTION WORKSHEET ENTRIES AND COMPLETION PROCEDURES

A. SUMMARY OF HARVESTED PRODUCTION WORKSHEET STANDARDS

- (1) The entry items in subsection C are the minimum requirements for the Summary of Harvested Production Worksheet hereafter referred to as the Harvested Production Worksheet. All of these entry items are “Substantive,” (i.e., they are required).
- (2) Harvested Production Worksheet Completion Instructions. The completion instructions for the required entry items on the worksheet in the following subsections are “Substantive,” (i.e., they are required).
- (3) The Privacy Act and Nondiscrimination statements are required statements that must be printed on the form or provided to the insured as a separate document. These statements are not shown on the example form in this exhibit. The current Privacy Act and Nondiscrimination statements can be found in the DSSH.
- (4) Refer to the DSSH for other crop insurance form requirements (e.g., font point, size, etc.).

B. GENERAL INFORMATION FOR HARVESTED PRODUCTION WORKSHEET ENTRIES AND COMPLETION PROCEDURES

- (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 Harvested Production Worksheets. When cherry production is recorded in boxes, crates, etc., convert boxes, crates, etc. to pound equivalents and enter production pounds on the Harvested Production Worksheet, as applicable.
- (3) Complete a separate worksheet for each cherry type (e.g., sweet cherries fresh or sweet cherries processing, etc.) and for sold production, unsold production, and U-pick sales, as applicable (refer to subsection 2 B, [herein](#), for definition of unsold production).
- (4) 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.
- (5) 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.
- (6) Allowable costs account for the harvesting cost that includes cost of harvesting and hauling. Deduct allowable costs (refer to the Special Provisions for fresh/processing cherry allowable costs per pound) from the average net price received per pound of delivered cherry production. Do not deduct allowable costs from any U-pick production.

C. HARVESTED PRODUCTION WORKSHEET ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

**Item
No.**

Information Required

1. **Company Name:** Name of **AIP**, 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 (e.g., 00100) from the Summary of Coverage after it is verified to be correct.
6. **Claim Number:** Claim number as assigned by the **AIP**.
7. **Type/Disposition/Variety:** Cherry type, disposition (e.g., sold, unsold, U-pick) and variety name (variety name is an optional entry) of the cherries represented by this Harvested Production Worksheet.
8. **Name, Address, and Phone No. of Buyer/Packer:** Name, address and telephone number of the processor, packing house, or other first handler of the production.

PART I - PRODUCTION

9. **Date:** Date the load, lot, pool, or account reported on the line was delivered, closed, or summarized. List in MM/DD/YYYY format.
10. **Load/Lot/Pool/Summary No.:** Identification number of the load, lot, pool, or account.

<p>For columns 11 through 15 below, when there are no specific instructions for either sold, unsold, or U-pick production, no entry is required on the worksheet.</p>
--

11. **Pounds Delivered:** Sold, Unsold, or U-pick Production: The number of whole pounds of cherries per load, lot, pool, or account, as delivered. If production is in field containers, convert the field container weights to pounds and enter weight in whole pounds. List any conversion factor(s) used in the "Remarks."
12. **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 11. If cherries are unmarketable, enter "0" (zero).

13. **Gross Dollars Received:** Sold or U-pick Production: Value per load, lot, pool, or account listed in column 10, in dollars and cents before any adjustments (refer to section 8 herein if there is no settlement price at the end of the insurance period).
14. **Adjustments to Gross Dollars Received:** Sold Production: Total of deductions in dollars and cents, imposed by the packing/processing facility such as in-charges, out-charges, and other industry handling charges customary in the area (refer to subsection 9 B (5), **herein**). If not delivered to a third party, adjustments must be verifiable as packing or processing expenses.
15. **Net Dollars Received:** Sold Production: Column 13 minus column 14, results rounded to dollars and cents.
16. **Totals:** **Make the following entries in dollars and cents.**
 - a. Sold Production: Separately total columns 11, 12, 13, 14, and 15, as applicable, for this page.
 - b. U-pick Production: Separately total columns 11, 12, and 13, as applicable.
 - c. Unsold Production: Total of column 11.

PART II - WEIGHTED VALUE BY TYPE

17. **Total Dollars Received:** Sold Production: Transfer entry from column 15 “Totals.” U-pick Production: Transfer entry from column 13 “Totals.”
18. **Total Pounds **Delivered**:** Sold and U-pick Production: Transfer entry from column **11** “Totals.”
19. **Avg. Value per Pound:** Sold and U-pick Production: Item 17 divided by item 18, results rounded to three-decimal places.
20. **Allowable Cost per Pound:** Sold and Unsold Production: Applicable allowable cost per pound from the Special Provisions.
21. **Adj. Avg. Value per Pound:** Sold Production: Item 19 minus item 20, results rounded to three-decimal places. Enter “0” (zero) for any entries less than zero. **U-pick Production: Transfer entry from item 19.**
22. **Remarks:**
 - a. If the insured elected either MMVO I or MMVO II, enter the applicable value per pound and indicate which option is in effect. Transfer **the greater of** the applicable MMVO per pound from the Special Provisions or the entry in item 21 to section II, column H₁ on the T-P-C Production Worksheet.
 - b. Enter any pertinent information such as where unsold production has been stored and how it was valued.
 - c. Document any factors used to convert containers of delivered production to pounds of delivered production (e.g., 1 box = 18.0 pounds, etc.) on each page for which conversion factors are applicable.

The following required entries are not illustrated on the appraisal worksheet example below.

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.
24. **Insured's Signature and Date:** Insured's (or insured's authorized representative's) signature and date on each page. Before obtaining the insured's signature, REVIEW ALL ENTRIES WITH THE INSURED or the insured's authorized representative, 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.

SUMMARY OF HARVESTED CHERRY PRODUCTION WORKSHEET (For Illustration Purposes Only)	COMPANY NAME: <i>Any Company</i>					
	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. CLAIM NUMBER <i>XXXXXXXXX</i>	
7. TYPE/DISPOSITION/VARIETY <i>Fresh/Sold/Bing</i>						

8. NAME, ADDRESS, AND PHONE NUMBER OF BUYER/PACKER

*Acme Packing Company
Any Street
Any Town, State (XXX) XXX-XXXX*

PART I - PRODUCTION

DATE 9	LOAD/LOT/POOL/ SUMMARY NO. 10	POUNDS DELIVERED 11	POUNDS SOLD 12	GROSS DOLLARS RECEIVED 13	ADJUSTMENT TO GROSS DOLLARS RECEIVED 14	NET DOLLARS RECEIVED 15
<i>06-20-YYYY</i>	<i>00103</i>	<i>25,500</i>	<i>25,300</i>	<i>15,250.00</i>	<i>345.00</i>	<i>14,905.00</i>
<i>06-25-YYYY</i>	<i>00458</i>	<i>45,400</i>	<i>45,200</i>	<i>17,270.00</i>	<i>435.00</i>	<i>16,835.00</i>
<i>06-28-YYYY</i>	<i>00921</i>	<i>65,750</i>	<i>65,550</i>	<i>18,287.50</i>	<i>535.00</i>	<i>17,752.50</i>
<i>06-29-YYYY</i>	<i>01024</i>	<i>73,200</i>	<i>73,000</i>	<i>15,660.00</i>	<i>550.00</i>	<i>15,110.00</i>
16. TOTALS		<i>209,850</i>	<i>209,050</i>	<i>66,467.50</i>	<i>1,865.00</i>	<i>64,602.50</i>

PART II - WEIGHTED VALUE BY TYPE

17. TOTAL DOLLARS RECEIVED <i>64,602.50</i>	18. TOTAL POUNDS DELIVERED <i>209,850</i>	19. AVG. VALUE PER POUND <i>0.308</i>	20. ALLOWABLE COST PER POUND <i>0.250</i>	21. ADJ. AVG. VALUE PER POUND <i>0.058</i>
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22. REMARKS:

*Processor summary sheet noted that 800 pounds of delivered cherries were discarded prior to sorting and packing due to rain damage.
Insured elected MMVO I with a \$0.60 value per pound.*

SOLD FRESH FRUIT EXAMPLE

This form example does not illustrate all required entry items (e.g., signatures, etc.).

SUMMARY OF HARVESTED CHERRY PRODUCTION WORKSHEET (For Illustration Purposes Only)	COMPANY NAME: <i>Any Company</i>						
	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. CLAIM NUMBER <i>XXXXXXXXX</i>		7. TYPE/DISPOSITION/VARIETY <i>Fresh/Unsold/Bing</i>

8. NAME, ADDRESS, AND PHONE NUMBER OF BUYER/PACKER

*Acme Packing Company
Any Street
Any Town, State (XXX) XXX-XXXX*

PART I - PRODUCTION

DATE 9	LOAD/LOT/POOL/ SUMMARY NO. 10	POUNDS DELIVERED 11	POUNDS SOLD 12	GROSS DOLLARS RECEIVED 13	ADJUSTMENT TO GROSS DOLLARS RECEIVED 14	NET DOLLARS RECEIVED 15
<i>06-20-YYYY</i>	<i>00103</i>	<i>300</i>				
<i>06-25-YYYY</i>	<i>00458</i>	<i>200</i>				
<i>06-28-YYYY</i>	<i>00921</i>	<i>400</i>				
<i>06-29-YYYY</i>	<i>01024</i>	<i>200</i>				
16. TOTALS		<i>1,100</i>				

In this example, the harvested cherry poundage listed in column 11 was damaged by uninsured causes (mechanical damage) it was delivered to the processor and was not sold. This production will be valued at the minimum value per pound in the Special Provisions.

PART II - WEIGHTED VALUE BY TYPE

17. TOTAL DOLLARS RECEIVED	18. TOTAL POUNDS DELIVERED	19. AVG. VALUE PER POUND	20. ALLOWABLE COST PER POUND	21. ADJ. AVG. VALUE PER POUND
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22. REMARKS:

UNSOLD FRESH FRUIT EXAMPLE

This form example does not illustrate all required entry items (e.g., signatures, etc.).

SUMMARY OF HARVESTED CHERRY PRODUCTION WORKSHEET (For Illustration Purposes Only)	COMPANY NAME: <i>Any Company</i>			
	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>XXXXXXXX</i>	5. UNIT NUMBER <i>00100</i>	6. CLAIM NUMBER <i>XXXXXXXXXX</i>	7. TYPE/DISPOSITION/VARIETY <i>Fresh/Sold/Bing</i>

8. NAME, ADDRESS, AND PHONE NUMBER OF BUYER/PACKER

*Al's Fruit Stand
Any Street
Any Town, State (XXX) XXX-XXXX*

PART I - PRODUCTION						
DATE 9	LOAD/LOT/POOL/ SUMMARY NO. 10	POUNDS DELIVERED 11	POUNDS SOLD 12	GROSS DOLLARS RECEIVED 13	ADJUSTMENT TO GROSS DOLLARS RECEIVED 14	NET DOLLARS RECEIVED 15
<i>06-30-YYYY</i>	<i>Ledger</i>	<i>4,990</i>	<i>4,990</i>	<i>2,650.00</i>		
<i>07-03-YYYY</i>	<i>Ledger</i>	<i>3,500</i>	<i>3,500</i>	<i>2,010.00</i>		
<i>07-10-YYYY</i>	<i>Ledger</i>	<i>4,750</i>	<i>4,750</i>	<i>2,550.00</i>		
16. TOTALS		<i>13,240</i>	<i>13,240</i>	<i>7,210.00</i>		

PART II - WEIGHTED VALUE BY TYPE				
17. TOTAL DOLLARS RECEIVED	18. TOTAL POUNDS DELIVERED	19. AVG. VALUE PER POUND	20. ALLOWABLE COST PER POUND	21. ADJ. AVG. VALUE PER POUND
<i>7,210.00</i>	<i>13,240</i>	<i>0.545</i>		<i>0.545</i>

22. REMARKS:

U-PICK EXAMPLE

This form example does not illustrate all required entry items (e.g., signatures, etc.).

D. 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 **modified** minimum value option has been elected, harvested production to count will be valued as follows: Option I Minimum Value = \$0.22/lb.* fresh and \$0.16/lb.* processing Option II Minimum Value = \$0.11/lb* fresh and \$0.07/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, \$0.33/lb.* for fresh cherries, or \$0.28/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. \$ net price per lb. less allowable cost OR \$0.33* per lb. fresh or \$0.28* per lb. processing.	The value per pound is the GREATER OF: Avg. \$ net price per lb. less allowable cost OR \$0.22* per lb. fresh or \$0.16* per lb. processing.	The value per pound is the GREATER OF: Avg. \$ net price per lb. less allowable cost OR \$0.11* per lb. fresh or \$0.07 per lb. processing.
Unsold and Marketable	The value per pound is the GREATER OF: Avg \$ net price per lb. less allowable cost OR \$0.33/lb.* fresh or \$0.28/lb.* processing.	The value per pound is \$0.33* per lb. for fresh cherries and \$0.28* per lb. for processing cherries. The Modified Minimum Value Options do 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.		

*The above 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 the Special Provisions for the current crop year for the applicable minimum value and modified minimum value option I and II prices. Refer to section 8 herein, for applicable sold production information and the LAM for delayed claims procedures.

10. CLAIM FORM ENTRIES AND COMPLETION PROCEDURES

A. CLAIM FORM STANDARDS

- (1) The entry items in subsection C are the minimum claim form (hereafter referred to as “T-P-C Production Worksheet”) requirements. All of these entry items are considered “Substantive,” (i.e., they are required.)
- (2) The completion instructions for the required entry items on the T-P-C Production Worksheet in the following subsections are “Substantive,” (i.e., they are required.)
- (3) The Privacy Act and Nondiscrimination statements are required statements that must be printed on the form or provided as a separate document. These statements are not shown in the example form in this exhibit. The current Privacy Act and Nondiscrimination statements can be found in the DSSH.
- (4) The certification statement required by the current DSSH must be included on the form directly above the insured’s signature block immediately followed by the statement below.

“I understand the certified information on this T-P-C Production Worksheet will be used to determine my loss, if any, to the above unit. The insurance provider may audit and approve this information and supporting documentation. The Federal Crop Insurance Corporation, an agency of the United States, subsidizes and reinsures this crop insurance.”
- (5) Refer to the DSSH for other crop insurance form requirements (e.g., point size of font, etc.)

B. GENERAL INFORMATION FOR CLAIM FORM ENTRIES AND COMPLETION PROCEDURES

- (1) The 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 for 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 any of the insured’s requirements under the notice and claim provisions of the policy have not been met. If any have not, the adjuster should contact the AIP.
- (5) Instructions labeled “PRELIMINARY” apply to preliminary inspections only. Instructions labeled “FINAL” apply to final inspections only. Instructions not labeled apply to ALL inspections.

C. CLAIM FORM ENTRIES AND COMPLETION INFORMATION

Verify or make the following entries:

<u>Item No.</u>	<u>Information Required</u>
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., May 11).
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. 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 AIP.

10. **Policy #:** Insured's assigned policy number.
11. **Crop Year:** Four-digit 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 unit 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. 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 unit 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, in the 1st or 2nd space, as applicable. Enter the complete date (MM/DD/YYYY) for each notice.
- b. A third notice of damage or loss for a 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 of T-P-C Production Worksheets.
- 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 AIP, enter "Company Insp." instead of the date.
- e. If the notice does not require an inspection, document as directed in the "Narrative" instructions.

FINAL: Transfer the last date (in the 1st or 2nd space from the first or second set of T-P-C Production Worksheets to the FINAL space on the first page of the first set of T-P-C Production Worksheets if a final inspection should be made as a result of the notice. Always enter the complete date of notice (MM/DD/YYYY) 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.” Refer to the LAM for further information regarding companion contracts.
 - (1) If the other person has a multiple-peril crop insurance contract and it can be determined that the SAME AIP services it, enter the contract number. Handle these companion policies according to AIP instructions.
 - (2) If the OTHER person has a multiple-peril crop insurance contract and a DIFFERENT AIP or agent services it, enter the name of the AIP and/or agent (and contract number) if known.
 - (3) If unable to verify the existence of a companion contract, enter “Unknown,” and contact the AIP for further instructions.

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.

Verify or make the following entries:

**Item
No.**

Information Required

- A. **Field ID:** Applicable orchard/suborchard identification symbol from a sketch map or an aerial photograph. Refer to the “Narrative” instructions. Enter the applicable two-digit code for first crop and second crop. In the margin of the last line entry or in a separate column, enter the date of inspection for the last line entry of each inspection.

REFER TO THE LAM FOR INSTRUCTIONS REGARDING REQUIRED ENTRIES OF FIRST CROP AND SECOND CROP CODES.

- B. **Prelim. 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. Refer to the LAM or CIH for acreage measurement instructions specific to perennial crops.

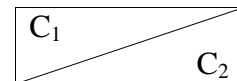
FINAL: MAKE NO ENTRY.

- C. **Final Acres:** Refer to the LAM or CIH for definition of acceptable determined acres for perennial crops used herein. Determined acres to tenths (include “E” if estimated) for which consent is given for other use and/or is:
- Put to other use without consent.
 - Abandoned.
 - Damaged by uninsured causes.
 - For which the insured failed to provide acceptable records of production.
 - 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. 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 **AIP**. Document authorization in the Narrative.

ACCOUNT FOR ALL ACREAGE IN THE UNIT. In the event of over-reported acres, handle in accordance with individual **AIP** 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/suborchard.
C₂ Enter the REPORTED acres for the orchard/suborchard.



- 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 **AIP**’s instructions. Refer to the LAM. 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.

STAGE

EXPLANATION

“P” Acreage abandoned without consent, put to other use without consent, damaged solely by uninsured causes, acreage for which the insured failed to provide records of production which are acceptable to the AIP, or from which production was sold by direct marketing if the insured failed to meet the requirements contained in the Crop Provisions.

“H” Harvested.

“UH” Unharvested or put to other use with consent.

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

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

USE

EXPLANATION

Bulldozed, etc..... Use made of acreage

“WOC” Other use without consent

“SU” Solely uninsured

“ABA” Abandoned without consent

“H” Harvested

“UH” Unharvested

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 and applicable appraisal worksheet instructions for additional instructions. If there is no potential on UH acreage enter “0” (zero).

K.-L. MAKE NO ENTRY.

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. 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. Refer to the LAM for instructions regarding assessing uninsured cause appraisals.

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

N. **Potential Counted:** Column “J” 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) multiplied by column “N” results rounded to whole dollars.

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

R. **Total:** Column “C₂” (reported acres; “C” if acreage is not under-reported) multiplied by 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.

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 AIP’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.

NARRATIVE:

If more space is needed, document on a Special Report, and enter “See Special Report.” Attach the Special Report to the T-P-C 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. Also 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 “G.”
- 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.

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 Production 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 AIP 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 AIP’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). 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/Sale 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:**
- If only one practice, variety, or type of harvested production is listed in section I, MAKE NO ENTRY.
 - 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”).

REFER TO THE LAM FOR INSTRUCTIONS REGARDING ENTRY OF FIRST CROP AND SECOND CROP CODES.

- B-D. **Row Width, Tractor, Est. Yield:**
- In the column heading, line out Row Width, Tractor, Est. Yield, and enter “Disposition.” Enter the method(s) of disposition from the Summary of Harvested Production Worksheet(s) (e.g., Disposition - Sold, Unsold, or U-pick, as applicable). Refer to section 9, herein.
 - When there is Sold/Unsold and U-pick production from the same insured acreage, make separate line entries, as applicable (refer to the example T-P-C Production Worksheet, **herein**).
- E.- F. MAKE NO ENTRY.
- G. **Production:** Sold or U-pick Production: Transfer entry, in whole pounds, from column 18 on the Harvested Production Worksheet. Unsold Production: Transfer entry, in whole pounds, from **item 16 “Totals” for** column 11 on the Harvested Production Worksheet.
- Cherries which are unmarketable due to insurable causes are not counted as production to count.
 - 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 for cherries that were either harvested and sold; or, unsold marketable cherries, as applicable.
- Sold Production:** The value per pound will be the applicable MMVO value per pound shown in the Special Provisions for options I or II, or the minimum value shown in the Special Provisions when no option is in effect.

- b. Unsold Marketable Harvested Production: Enter not less than the minimum value per pound listed in the Special Provisions, without regard to the MMVO.

H₂. **Local Mkt. Price:**

- a. Sold or U-pick Production: Transfer entry from column 21 - "Adjusted Average Value per Pound" from the Harvested Production Worksheet for the type, rounded to three decimal places.
- b. **Unsold Production:** 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:** Column G minus column J, results in whole pounds.

L. **Value of Production:** Make the following entries in whole dollars.

- a. Sold Production: Column "K" multiplied by the greater of column "H₁" or "H₂" for the line.
- b. U-Pick and/or Unsold Production: Column "K" multiplied by column "H₂" for the line.

M. MAKE NO ENTRY.

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

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 AIP 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.

For CAT policies: Multiply item 24 result times 0.55 unless otherwise instructed by the AIP because adjustment will be made by another manual or automated computation process.

The following required entries are not illustrated on the Production Worksheet examples below.

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. 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 **the** insured's signature, **REVIEW ALL ENTRIES** on the T-P-C Production Worksheet **WITH THE INSURED or insured's authorized representative**, particularly explaining codes, etc., that may not be readily understood. 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> 0057	2. Units 00100	3. Legal Description SEC-1 TWP-96N RNG-30W	7. Company Any Company						8. Name of Insured I. M. Insured											
4. Date of Damage Apr 20	May 11		Agency XYZ Agency						9. Claim # XXXXXXX			11. Crop Year YYYY								
5. Cause of Damage RAIN	RAIN								10. Policy # XXXXXXXXX											
6. Primary Cause % 70%	X								14. Date(s) Notice of Loss			1st	2nd	Final	MM/DD/YYYY			MM/DD/YYYY		
12. Additional Units 00200									15. Companion Policy(ies)											
13. Est. Prod. Per Acre 1,600																				

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)
A _{NS}		20.0	1.000	D01	002	111	UH	UH	970				970		19,400	2,500	50,000
B _{MD NS}		20.0	1.000	D01	002	111	UH	UH	140				140		2,800	2,500	50,000
C _{MD NS}		3.0	1.000	D01	002	111	UH	UH	0				0		0	2,500	7,500
D _{NS}		37.0	1.000	D01	002	111	H	H								2,500	92,500
16. TOTAL	80.0														25,000	17. TOTALS	200,000

NARRATIVE (If more space is needed, attach a Special Report) *Orchards A, B, and C not harvested. Orchards A, B and C production from appraisal worksheet. Orchard D production from Harvested Production Worksheets. Acreage verified, permanent orchards.*

SECTION II - HARVESTED PRODUCTION

18. DATE HARVEST/SALE COMPLETED MM/DD/YYYY				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											
A ₁	A ₂	B	C	D	E	F	G	H ₁	H ₂	I	J	K	L	M	N		
Share	Field ID	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
		Row Width	Tractor	Est. Yield	G	F	P			Local Mkt. Price							
	NS	Sold							209,850	0.600 0.058			209,850		125,910		125,910
	NS	Unsold							1,100	0.600			1,100		660		660
	NS	U-pick							13,240	0.600			13,240		7,944		7,944
															22. SECTION II TOTAL	134,514	
															23. SECTION I TOTAL	22,120	
															24. UNIT TOTAL	156,634	

EXAMPLE CLAIM

This form example does not illustrate all required entry items (e.g., signatures, etc.).

11. REFERENCE MATERIAL

TABLE A - MINIMUM REPRESENTATIVE SAMPLE REQUIREMENTS

Acres in Orchard or Suborchard	Minimum Number of Samples
0.1 - 10.0	The lesser of 5 trees or 5% of the number of trees.
One additional tree is required for each additional 10.0 acres (or fraction thereof) in the orchard or suborchard.	

TABLE B - ADJUSTMENTS TO APPRAISED FRESH CHERRY PRODUCTION

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

*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

Percent Damaged* Fruit (cont'd)	Percent Marketable Fruit (cont'd)	Percent Production to Count (cont'd)
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	10½	55
61/64	11	60
57/64	11½	65
54/64	12	75
51/64	12½	86
48/64	13	100

* Row size is a term used to indicate the number of cherries it takes to fill a row in a standard packed box of cherries.

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

		DISTANCE BETWEEN ROWS (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	35
DISTANCE BETWEEN TREES (FEET)	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 trees (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 10.0 ft. equals 65 sq. ft. then 43,560 divided by 65 equals 670 trees per acre. Refer to the LAM for additional information on how to calculate the number of trees per acre.

