



From the AmTrust Ag Leader's Desk

Technology.

Where would we be without the technological advancements we've seen over the last 20, 15 or even 10 years? Think back to what life was like when you couldn't make a phone call from the middle of the field or view a map that fits in the palm of your hand.

Some might say those were better days. Now, technology has become a way of life for many of us, and we are constantly looking for ways to make life easier. Maybe it's with the app that holds your grocery list, or the app that safely and securely stores all your passwords.

The agriculture industry is no stranger to the growing demands centered around making life easier for farmers and agents. Recognizing the value of recent innovations, AmTrust Ag has partnered with MyAgData to keep pace with industry advancements. A leader in precision ag technology, MyAgData is "a cloud-based data system that simplifies acreage reporting for farmers, crop insurance agents and ag service providers." MyAgData software includes a web-based app, web service and a mobile app.



With our partnership, we will create a more streamlined, accurate and time-saving way to report acres, all while meeting RMA reporting requirements.

Accurate reporting may save the farmer money by using his actual planted acres versus FSA CLU acres. FSA CLU acres are oftentimes outdated and overstated, resulting in overstated premiums. Over time, more accurate acreage reporting may result in increased guarantees, as yields are more reflective of those actual acres planted.

How does it work?

The grower's policy and acreage line detail, along with CLU data, are exported from AgWorks and loaded into the MyAgData software. MyAgData collects planting data from the farmer's monitor via the cloud. Using the MyAgData web app, you can review and finalize the farmer's planting information and then upload it to the AgWorks mapping module. From there, it's matched with the

applicable unit number. You can then collect the insured's signature on a prefilled Map-Based Acreage Report.

This technology is not limited to farmers who use Precision Ag in their normal operation. The MyAgData mobile app allows the grower to capture planting information in the field and return to the office to complete the same process with the web application.

The data collected can also produce – and the software can submit – a file to ACRSI, so it's ready when the grower visits the local FSA office to certify acreage.

In addition to the MyAgData software, AmTrust Ag also has an ongoing partnership with Farmobile. We are developing solutions to take precision ag data directly from the Farmobile PUC™ device and load it directly into the AgWorks mapping module. Farmobile is compatible with most makes and models and is another viable option for ease in reporting.

We are excited about both partnerships and developing them as standard workflows for your book of business. Stay tuned for additional information and training on both the MyAgData and Farmobile integrations.

Thank you for your trust in us. We look forward to what the future holds for our farmers.

Lisa Beckman
National Underwriting and Systems Manager

2019 Spring Agent Updates!

The AmTrust Ag Training team is excited to announce the locations and dates of our 2019 Spring Update meetings. We have added new locations due to the tremendous attendance at our Fall Update meetings. Three continuing education hours will be offered. All meetings will begin at 9 a.m., with lunch provided. We are also very proud to have members from our claims and underwriting teams in attendance as well.

Look for invitations with RSVP options in your email in mid-November!

Date	City	Location	Address
12/12/2018	Bay City, MI	Double Tree	1 Wenonah Park Place, Bay City, MI 48708
12/13/2018	Lima, OH	Holiday Inn	803 S. Leonard Ave., Lima, OH 45804
12/18/2018	Evansville, IN	Courtyard by Marriott	8105 E. Walnut St., Evansville, IN 47715
12/18/2018	Ames, IA	Radisson Hotel	2609 University Blvd., Ames, IA 50010
1/9/2019	Lafayette, IN	Courtyard by Marriott	150 Fairington Ave., Lafayette, IN 47905
1/9/2019	Sioux Falls, SD	Hilton Garden Inn	5300 S. Grand Circle, Sioux Falls, SD 57108
1/11/2019	St. Joseph, MO	Stony Creek Inn	1201 N. Woodbine Rd., St. Joseph, MO 64506
1/15/2019	Grand Island, NE	Ramada by Wyndham	2503 S. Locust St., Grand Island, NE 68801
1/15/2019	Little Rock, AZ	Holiday Inn	3201 Bankhead Dr., Little Rock, AR 72206
1/16/2019	Florence, SC	Hampton Inn	2671 Hospitality Blvd., Florence, SC 27896
1/16/2019	Norfolk, NE	Norfolk Lodge & Suites	4200 W. Norfolk Ave., Norfolk, NE 68701
1/16/2019	Jonesboro, AR	Hilton Garden Inn	2840 S. Caraway, Jonesboro, AR 72401
1/17/2019	Wilson, NC	Hampton Inn	5606 Lamm Rd., Wilson, NC 27896
1/22/2019	Lubbock, TX	Hilton Garden Inn	6027 45th St., Lubbock, TX 79407
1/23/2019	Peoria, IL	Stony Creek Inn	101 Mariners Way, East Peoria, IL 61611

Important Underwriting Dates

The wheat production reporting date for the 2019 Crop Year is **Wednesday, November 14, 2018**. The production can be entered and attached through the end of the day **December 14, 2018**.

The sales closing date and acreage reporting date for 2019 Pasture, Rangeland and Forage (PRF) is **Thursday, November 15, 2018**. Please be aware that applications must be entered by **Wednesday, December 5** and acres must be entered by **Monday, December 10**. If you have any questions or need training on entering these policies, please contact your underwriter.

Processing for 2019 spring policies is right around the corner! The 2018 spring policies will be rolled to 2019 after the actuarials have been released and tested. We anticipate rolling these policies **the first week of December**, and will send additional communication out when the policies have been rolled.

Holiday Reminder

The AmTrust Ag office will be closed on **Thursday, November 22** and **Friday, November 23** for the Thanksgiving holiday.



Team Member Spotlight

From dance to the dynamics of marketing: Getting to know Carrie Miller



Carrie Miller
Marketing Analyst I
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I started on my marketing and communications journey at Kansas State University in 2015 after transferring from Butler Community College, where I studied on a dance team scholarship. Shortly after transferring, I became very involved in PRSSA (Public Relations Student Society of America), which led me to an internship at a Kansas City public relations and marketing agency during the summer of 2017. These opportunities helped me gain valuable experience and prepared me for a career in my field. Being new to agriculture, I am excited to take on the task of learning about the industry, while contributing my marketing knowledge in my role.

My parents reside in small-town Seneca, Kansas, where I grew up, and I visit them as often as possible. I currently reside in the heart of Kansas City, but I enjoy being able to go back to the simplicity of rural Kansas.

When I am not working, I love experiencing all Kansas City has to offer – whether it be attending First Fridays or finding a new local brewery or coffee shop. I am also very involved in my church,

where I contribute to the social media team, serve on the coffee team on Sundays and participate in a connect group during the week.

Team Member Spotlight

From crunching numbers to property and casualty insurance: Getting to know Cassie Hadley



Cassie Hadley
Accountant I
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I grew up in a small rural town in Missouri. After graduating high school in 2006, I moved to Joplin to attend Missouri Southern State University to pursue an accounting degree. While going to school, I obtained my property and casualty insurance license. I was an insurance agent for five years prior to accepting a finance position with Lowe's Home Improvement in 2013. In 2018, I moved back to the Kansas City area, where I assumed my current role with AmTrust Ag.

I have a 3-year-old son named Chase. In our free time, we enjoy fishing, riding bikes, hiking and going to the races.

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