

# Agribusiness Update

Spring 2025



## Celebrating 100 Years: A Lookback on the History of COUNTRY Financial® and the Illinois Farm Bureau®



*COUNTRY Financial is celebrating its 100th anniversary in 2025. Andy Bender, Senior Vice President and Deputy General Counsel for COUNTRY and the Illinois Farm Bureau, shares the history behind the company's agricultural beginnings.*

In 1925, the Illinois Farm Bureau (“Farm Bureau”) planted a seed that grew into what is today known as COUNTRY Financial. Born out of the need to assist small companies in their desire to spread risk, Farmers Mutual Reinsurance Company was chartered on Nov. 17, 1925. Over the next two decades, the company began offering insurance products directly to consumers and was renamed Country Mutual Fire Company in 1946.

The near-immediate success of the reinsurance company encouraged demand for additional insurance services, specifically auto insurance. At the time, farmers were under-insured and faced with paying the same rates as urban drivers who drove cars more often and in more congested areas. The solution came via Illinois Agricultural Mutual Insurance Company, chartered on October 14, 1926. This company was also renamed in 1946, becoming Country Mutual Casualty Company. In 1957, Country Mutual Fire Company and Country Mutual Casualty Company merged to become the company we know today as Country Mutual Insurance Company.

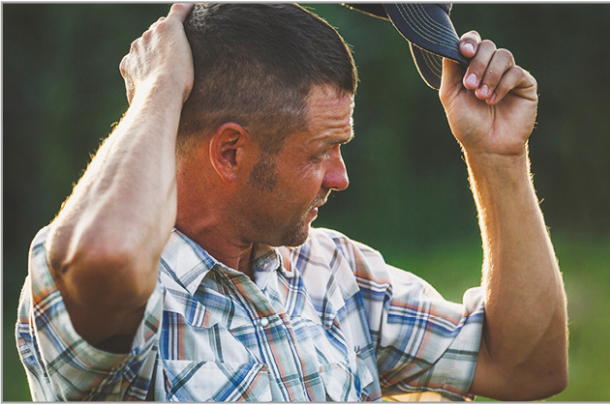
Despite the progress in property and casualty insurance, farmers still had unique needs to protect their families. COUNTRY Life Insurance Company (CLIC) was started in 1928, offering ordinary life insurance to Farm Bureau members. In 1970, CLIC hit the incredible milestone of becoming the first \$2 billion company to provide life insurance in one state. In 1926, COUNTRY began offering Crop insurance to Illinois farmers.

Today, the companies that makeup COUNTRY Financial provide a broad range of insurance products and financial services in 19 states, helping clients protect what they have and provide planning throughout their lives. Even as the group continues to grow and add new products and services for clients, the companies remain focused on providing insurance and financial solutions for farmers and maintaining a strong relationship with the Farm Bureau. Today, COUNTRY is the leading farm insurer in Illinois and has expanded its farm insurance products to 10 states.

To learn more or find a representative near you, visit [COUNTRYFinancial.com](https://www.COUNTRYFinancial.com).



# Crop insurance and tight profit margins in 2025



Growers face many hard decisions in 2025 to generate profit, or just break even. Commodity prices are down and input prices have created tighter margins. Some think cutting or reducing their crop insurance coverage is an easy way to tighten the belt.

Tight financial years are when you need your crop insurance the most. Maintaining, or even increasing, your coverage level when margins are tight helps ensure you maintain revenue levels to cover term debts, receive your operating loan, and provide a baseline for family living. There are several considerations a producer must keep in mind when evaluating crop insurance elections if your focus is cost reduction. First and foremost, will your lender support your loan requests if you have a lower guarantee? How strong is your working capital position? If your current ratio is less than 1.5, less crop insurance coverage can put you at greater risk. And if your current ratio is less than 1.25 you may need to consider more coverage to protect your liquidity.

Crop insurance is a tool to guarantee revenue and yield, but it can be used in other ways to help bolster your farm finances. Consider your bushel guarantee. While many farmers are hesitant to forward price grain too early, it is usually in the early season that pricing opportunities exist. Your APH is a guarantee of how many bushels you will have. With this support, you can sell up to your APH guarantee and be assured that if you suffer a production drop you can still fulfill your contract obligations. This is another area where cutting your coverage may work against you. With a lower bushel guarantee, you become restricted on the bushels you can forward price. Not a reason in itself to maintain or increase coverage, but something to be aware of as you look to make decisions for your farm.

As you decide what crop insurance coverage and elections you want for 2025, be open and transparent about your needs and concerns with your COUNTRY crop representative.



Share details on your debt payments, your grain marketing plans, and cash flow timing needs. Your COUNTRY crop representative can help you navigate these items to make sure the coverage you elect gives you the right protection at the best fit for your operation's budget.

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# COUNTRY Wind and Extra Harvest Expense improvements

We are excited to announce expanded offerings for our Wind and Extra Harvest Expense (EHE) products for corn. New for 2025, we have expanded our coverage for Wind endorsements to offer earlier season protection beginning at corn seedling emergence. For Illinois, Indiana and Wisconsin, we've added Wind and EHE options to provide later season coverage through Dec. 10. These changes create the best Wind and EHE coverage in the industry, providing you with stronger corn coverage with our best in-class claims adjusters.



Protect your corn from unexpected wind and maximize your crop protection. Contact us to learn more.

# Enhanced Coverage Option subsidy increased

Recently, the Federal Crop Insurance Corporation approved an increase to the subsidy amount for Enhanced Coverage Option (ECO). The ECO subsidy has increased to 65% of the total premium. This will lower the amount paid by the producer and make this coverage available to more growers by reducing costs at a time when every penny counts.

## Spring 2025 claim dates: Replant, Prevent Plant and Late Planting dates and deadlines

As we head into spring, we are hopeful for a brisk, worry-free planting season. Realistically we know there will be delays, fields replanted, and possibly some prevent plant. With this in mind, the following details will help to ensure you are ready for whatever spring gives you!

Visit [COUNTRYCrop.com](https://COUNTRYCrop.com) for comprehensive plant date maps and other important information to help you manage your farm.

### — Replant

Corn and soybeans have different initial planting dates to receive Replant payments. These dates vary by crop and county, as well as MPC1 replant and COUNTRY supplemental replant. The COUNTRY Financial supplemental replant endorsement provides soybean replant coverage **two weeks** before the federal dates.

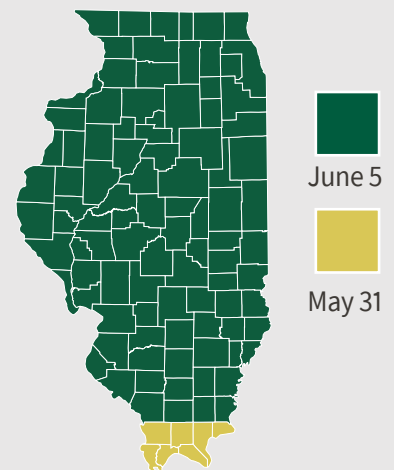
### — Prevent Plant

The final plant date must pass to file a claim and be considered for prevent planting payments. And conditions must be general to the area to be considered for prevent plant.

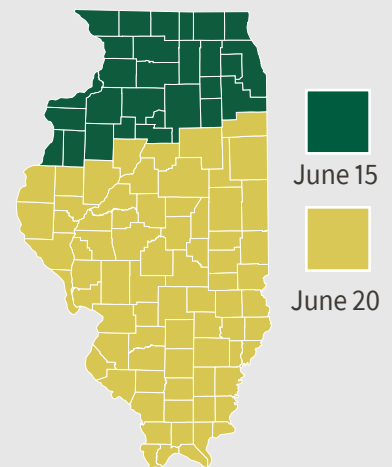
### — Late Planting

Even though the final plant date has passed, you still can plant and receive federal coverage up until the end of the late planting period. However, your coverage guarantee is reduced for each day late you plant. The length of the late planting period varies by crop and county.

Final Plant Date for Corn



Final Plant Date for Soybeans



All Replant Claims require a Notice of Loss before replanting! Do Not replant any acres without submitting a claim and receiving approval from your adjuster. If you replant without approval, you forfeit your payment.

# Why choose COUNTRY Financial to insure your crops and farm?

## Crop Insurance

- Supplemental replant options up to \$75 per acre
- Customizable coverage to fit the needs of your farm
- Over 70 local adjusters throughout Illinois to get you paid faster
- More than 140 Certified Crop representatives

## Farm Insurance

- 24/7 claim support and response
- Over 200 Certified Farm representatives throughout Illinois
- Customized coverage which protects more than just your farm
- 100 years of covering Illinois farms just like yours

And if you combine your coverage with another COUNTRY policy, you could qualify for our multi-policy discount<sup>1</sup>.

<sup>1</sup> Discounts and availability vary by state.



Scan here for more information.



We are the only Crop Insurance Company based in the US and owned/managed by farmers.

## Premier protection for your equipment

With the cost of buying and repairing farm equipment on the rise, you may be concerned about protecting those critical assets.

As a leading farm insurer, we're here to help. Our enhanced AgriPlus® Coverage provides replacement cost value for qualified equipment and wearable parts. Contact us to learn more.



## Farm Stored Grain coverage

Did you know your GrainGuard hail policy includes stored grain coverage at no extra charge? Other companies charge extra for stored grain protection, but COUNTRY Financial provides grain storage equal to your standing crop value for free!

Do you store grain on farm into the following growing season? We provide options to increase your coverage levels for bushels stored during the growing season. For additional premium you can have the peace of mind that you can cover grain held into the summer or later without sacrificing your standing crop coverage.

*We also cover grain stored in temporary storage bags and offer transit coverage to multiple points without mileage restrictions if remaining in state.*



Stored grain coverage via your GrainGuard policy or your Farm policy provide protection for many of the same perils such as fire, theft and overturn. However, there are differences between the policies and the coverages that you must keep in mind.

Contact your COUNTRY Financial Representative or Crop Specialist for more details on these coverage options.

## Stored Grain: Hail policy vs. Farm owner policy

The GrainGuard hail policy provides on farm stored grain coverage at no extra charge with the option to increase the amount of coverage by up to two times the original value for an additional charge.

You can also add stored grain coverage to your Blanket Farm Personal Property or add peak season coverage to your COUNTRY Farm policy. By doing this, you can purchase as much stored grain coverage as needed to properly protect your grain. However, you cannot stack the two coverages and receive a claim under both policies.

## Important 2025 dates: Illinois\*

Date	What you need to know
Feb. 1 – 28	Base prices are calculated using Chicago Board of Trade (CBOT) futures
Feb. 15	Production reporting deadline for area plans of insurance
March 15	MPCI and Unity Crop Hail sales closing deadline for spring seeded crops
April 1	Sales closing deadline for Supplemental Replant endorsement
April 29	Production reporting deadline for individual plans of insurance (RP, RP-HPE, YP)
June 1	Sales closing deadline for Wind, Green Snap and Extra Harvest Expense endorsements
July 1	Crop Hail carryover coverage ends
July 15	Acreage report deadline for Spring Federal crop policies

*\*For dates in the states of Indiana, Iowa, Missouri, Minnesota, and Wisconsin, please contact your COUNTRY Financial representative or Crop Specialist.*

*Questions about any of the topics covered in our Agribusiness Update?  
Contact your COUNTRY Financial Representative or Crop Specialist for more information.*



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