

# King Crop News



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CELEBRATING Over 55 YEARS

Holiday 2022

## Merry Christmas and Happy New Year to our King Crop Farm Family!



We have a lot to be thankful for here at **King Crop Insurance** as 2022 draws to a close. We are still a farm-family company after **55 years in business** and we are grateful to have served other farm-families for that long. Our office is not just 101 W. Market Street in Georgetown, but also the kitchen tables, tractor cabs, and equipment shops of our customers.

Because we reach out to our farmers we get to know the people around them that are also working hard to keep the operations running. There may be one name at the top of a policy docu-

ment, but that name usually represents a team of brothers, sisters, spouses, children, or friends who commit themselves to the success of the farm. We appreciate the efforts everyone involved in each operation we insure.

The agricultural community is close-knit and we've weathered many literal and figurative storms over the past crop year. These events shape us going into the new year. Here at King Crop, we are going to miss our beloved, now-retired Diane Lander, but we were also excited to welcome new agent Connor Vincent to our team in 2022.

Along with farmers and our KCI family, we appreciate our dedicated team of loss adjusters, underwriters, and accounting staff who put in long hours year in and year out. Thank you, friends!

We are excited to see our extended ag family on the road this winter. Take a look at our event calendar in this newsletter to see where we'll be, we'd love a chance to see everybody!

2023 could be a pivotal year for American agriculture. Continued strife globally will likely prolong volatility in the markets and US agricultural exports could more vital than ever in an uncertain atmosphere. A new **Farm Bill** is scheduled for 2023, though it is not guaranteed. There is much debate over what needs to be in and what needs to be out. In our community, we know the American farmer keeps our nation competitive on a world-wide scale. We need to make sure others know how important agriculture is to our economy and to national security. We urge those concerned to contact your representatives and local chapters of ag advocacy groups and let them know you want the farmer's voice to be heard.

The hard work farmers do not only makes our business run, but also provides the food that sustains our nation, so **we are always thankful for producers and the families that support them**. In return, we'll do all we can to support them—our farm family—too. **Merry Christmas and Happy New Year!**



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## The 2023 Crop Insurance Calendar



Every crop year is different, but the Crop Insurance Calendar is typically steady. Deadlines follow preset dates determined by the Risk Management Agency and, unless there is a change in federal policy, the dates stay the same from year to year. Below is a brief explanation of what to expect in 2023 based on the crop insurance cycle:

**Sales Closing/Policy Change**—The beginning of the **crop insurance cycle**, this is the time to add a crop policy, change a coverage level, add or remove a spouse or other SBI, or make an entity change. Prior to the sales closing, King Crop Insurance agents can quote different coverage levels or different policies, including the newly expanded **Whole Farm Revenue Protection** or **Micro Farm** policies. Spring crops have a sales closing of March 15, so get in touch with us this winter if you want to review your policy.

**Production Reporting**—your yields are due to us on a signed form +/-45 days from your crop’s sales closing deadline, but you can actually submit them to us well before sales closing if you have them ready to go. A good time might be right as you’ve finished harvesting since the information will be on your mind. **Spring crop production is due on April 29**, but we recommend getting the data to us as soon as you can to ensure the best crop protection for your operation. For instance, we can more accurately quote your coverage if we have your 2022 yields in our system, which can help you plan and budget your 2023 crop year. Your yields establish what your crop insurance guarantees will be. Production can be reported using precision ag data, if you are so inclined, ask us how!

**Earliest Planting**—a few crops have a limit to how early you can plant a crop for insurability. A crop that is planted before the earliest planting date would not be insurable against peril, such as frost or freeze.

**Final Planting Date**—this is the last date before which a crop is eligible for full coverage. Crops planted following this date lose a percentage of coverage per day after. Any crop planted more than fifteen days after the final planting date risks being uninsurable. There are some exceptions and crop-specific rules, so be sure to **review your policy with King Crop Insurance if you have any questions**.

**Acreage Reporting**—accurate acreage reporting is essential for proper coverage - you don’t want to pay premium on acres you haven’t planted and you don’t want to have acres out in the field without insurance. Producers can report their acres in a number of ways, including providing King Crop Insurance with your FSA form #578. We have had a lot of success in recent years **using precision ag data** from systems such as MyJohnDeere, Climate Fieldview, and Ag Leader, especially for reporting corn, soybeans, wheat, & barley. Let us know if this is something you would want to try for your operation. It is important to remember **we need a signed acreage report for all insured crops before the acreage reporting deadline to ensure all your acres will be properly covered**.

**Premium Billing**—your reported acres determine your total premium. Bills are sent out and due to the Approved Insurance Provider (AIP), not King Crop Insurance. If the premium is not paid in full by the date specified on the bill, the AIP may assess interest on the outstanding balance. Unpaid premiums can result in canceled coverage.

**End of Insurance**—this is the date at which coverage on your planted crop ends. For multi-peril policies, this is not the end of the policy. Your policy will rollover to the following crop year unless you decided to cancel coverage prior to the policy change date. All notices of loss need to be reported before the **End of Insurance** date for losses to be covered and for indemnities to be paid.

Crop	Sales Closing	Production Due	Earliest Planting	Final Planting	Acreage Report	End of Insurance	Premium Billing
Potatoes	1/31	3/17		5/5	5/15	10/15	8/15
Green Peas	2/15	3/31		4/30	5/15	9/15	8/15
Corn	3/15	4/29	4/1	5/31	7/15	12/10	8/15
Grain Sorghum	3/15	4/29	4/16	6/15	7/15	12/10	8/15
Lima Beans	3/15	4/29		7/10	7/15	10/15	9/15
Snap Beans	3/15	4/29	4/20	8/10	8/15	10/15	9/15
Soybeans	3/15	4/29	4/15	7/5	7/15	12/10	8/15
Sweet Corn	3/15	4/29		6/30	7/15	9/20	8/15
Barley	9/30	11/14		10/31	12/15	7/31	7/1
Wheat	9/30	11/14		11/15	12/15	7/31	7/1
Blueberries	11/20	1/15			1/15	9/15	8/15
Cranberries	11/20	1/15			1/15	11/20	8/15

## Small Grains Acreage Reports Due in December

Wheat and Barley planted acres are **due to be reported by December 15, 2022**. If you have planted small grains with the intent to harvest and you have a crop insurance policy covering wheat or barley, we will need your acreage totals to ensure you are compliant for 2023.

King Crop Insurance sent acreage reporting forms to insureds for small grains in the fall. **If you did not receive a form or need a replacement form, please contact us right away so we may get one to you.**

Keep in mind, we can use your FSA Form #578 to complete your acreage report, just remember to ask your FSA office to send a copy to us after you have reported there. We can also use maps from precision ag software as official data as long as calibration guidelines are met. Call us and ask us how if you are interested.

We will accept a signed acreage report in a variety of ways:

- e-mail: agents@kingcrop.com
- Post: 101 W. Market St. Georgetown, DE 19947
- Fax: 302-855-0885
- Come by our office, we love visitors, especially around the holidays!

If none of the above options works for you, let us know and we'll come to you! We can also send a completed form for you to sign electronically. Contact us before 12/10/22 if you have any questions.

## Whole Farm Options Broadened for 2023

The Risk Management Agency has expanded the whole farm protection programs for the 2023 crop year. Whole Farm Revenue Protection has increased its revenue cap from \$8.5 million to \$17 million, with expected revenue from animals (excluding aquaculture) capped at \$2 million. Likewise, the Micro Farm Program, designed to help protect famers with specialty crops or direct market operations, went from a capped revenue of \$100,000 to \$350,000. Operations with crops covered under traditional MPCI policies are not eligible for the Micro Farm Program, but are under Whole Farm Revenue Protection. Protection is based on Schedule F or other tax records and qualifying producers must have at least three years of revenue data. **Sales Closing for each policy is March 15, 2023.**



## Keep Up to Date with King Crop!

Winter is decision-making time for farmers, but it is also a social time. We'll be out on the road from now through the end of March, not just to talk about your insurance needs, but also to get a chance to catch up with our friends. Look for us at these events (as long as we don't get snowed in!):

*Maryland Farm Bureau Convention*, Cambridge, MD: **December 4-6, 2022**

*Delaware Ag Week*, Harrington, DE: **January 9-12, 2023**

*Lower Shore Agronomy Day*, Pocomoke City, MD: **January 24, 2023**

*Cecil County Agronomy Day*, Rising Sun, MD: **January 26, 2023**

*MarDel Watermelon Convention*, Cambridge, MD: **February 4-5, 2023**

*New Jersey Ag Convention*, Atlantic City, NJ: **February 7-9, 2023**

*Harford Country Ag Day*, Street, MD: **February 14, 2023**

*Eastern Shore Vegetable Growers Meeting*, Cambridge, MD: **February 15, 2023**

*Caroline County Ag Night*, Denton, MD: **February 15, 2023**

*Tri-County Ag Day*, Frederick, MD: **February 22, 2023**

*Blueberry Open House*, Hammonton, NJ: **February 24, 2023**

*Queen Anne's County Ag Day*, Centreville, MD: **March 3, 2023**

The sales closing/policy change deadline for Potatoes is January 31st, Green Peas is February 15, and all other spring crops are March 15. Is your 2022 plan good enough for 2023? Find us on the road or call us up to talk it over.



King Crop Insurance, Inc.  
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*We thank you for your business and confidence in King Crop to handle your crop insurance needs!*



## **Acreage Reporting for Small Grains**

**Deadline for Signed Reports  
December 15, 2022**



Ways to Send Your Signed Report to King Crop:

- E-mail [agents@kingcrop.com](mailto:agents@kingcrop.com)
- Fax 302-855-0885
- Visit our office at 101 W. Market St, Georgetown, DE 19947
- Have us come to you!
- Check inside this newsletter for more tips about making acreage reporting easier for you!

**Contact us Today 302.855.0800**

**Spring Crops Policy Change/Sale Closing  
March 15, 2023**

**2022 Spring Crops  
Acreage Reports Due  
December 15, 2022**

**We must have a SIGNED acreage  
in our office in addition to a copy  
of a FSA Form 578 by 12/15**