

King Crop News



Brought to you by King Crop Insurance

CELEBRATING OUR 55th YEAR

September 2022

Small Grains Deadline 9/30/2022

Global and domestic need for wheat is increasing going into the new crop year. Many local farmers are considering a robust fall planting to help address the supply issue, including some who have never planted a small grain previously.

The deadline for new crop insurance policies and for policy changes for 2023 Wheat & Barley is September 30, 2022.

Please let us know if you need to make a change or want a quote for different coverage options.

Policy changes include raising or lowering coverage levels, adding/subtracting SBLs or POAs, updating marital status, entity changes,

adding irrigation, or acres emerging from CRP /new breaking ground.

If you have begun farming in a new county, you will need a separate policy to insure your small grains in that county.

Each policy change requires a signature from an authorized signer as well, prior to the July 15 deadline. Currently, the Risk Management Agency allows for verification via e-signature, meaning you can sign your acreage report from your phone, tablet, or any device that accesses your e-mail. Let us know if this option interests you and make sure we have the correct e-mail address on file.



Input Cost Relief in 2023?

Farmers saw input costs skyrocket in 2022, including paying two to three times what they did for certain materials the previous year, that is, when they were actually able to obtain them. A recent study by Iowa State University reported in the Des Moines Register found **farmers paid four times as much for some fertilizers** as they had in 2020.

For 2023, a similar increase would be completely unsustainable for many farmers.

In March, the USDA announced a federal investment in domestic fertilizer production by allocating \$250 million in expansion funds, but the program will likely have little affect on prices for the 2023 crop year. The USA will still import most of its farm-used fertilizer.

Gas prices dipped over the summer, which provided relief to vacationers, but the specter of a price spike is always looming for farmers, who often have to think many months in advance about their fuel needs.

The Associated Press has reported diesel fuel supplies in the northeast are at about half their typical levels. With farmers needing more diesel to complete the upcoming harvest, supplies could reach critical levels, which also raises concerns about prices and hoarding. A potential September/October increase in northeast inventory is possible, but not guaranteed.

Grain prices went on a wild ride during winter and spring, creating further uncertainty. With dry weather affecting large portions of the local area, harvest has more layers of intrigue than usual.

It might not seem like the right time to **think about your crop insurance coverage**, but it is times like these that crop insurance was made for. Crop Insurance is an input cost, but it is the only one that helps when you have a crop loss.

Is your current coverage enough to ensure cash flow if other input costs stay high through a bad crop season? Review your policy with **King Crop Insurance** for future relief.



King Crop Insurance

Office 302.855.0800
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‘Signature Required – How to Stay Compliant’ or ‘We Are Not Trying to Annoy You, We Swear’

Crop insurance is a vital risk management tool that can help keep a farm operational during hard times. All Multi-Peril Crop Insurance (MPCI) policies are administered by the Risk Management Agency (RMA) branch of the USDA. The good thing about RMA oversight is it means crop insurance premiums are considerably subsidized for the producer. The annoying thing about RMA oversight is the deluge of paperwork and governmental red tape that comes with every policy.

RMA now **requires a signature from an authorized signer for every policy** to validate many official documents throughout the crop year – and these documents need to be signed every crop year.

It can be confusing and irritating because King Crop Insurance may call you one week and say we need your signature and then a few weeks later tell you we need your signature again. You may say, “didn’t I just sign that? Can’t you leave me alone?” Trust us, **we are not trying to bug you or make your life more difficult**. In fact, our goal is to make the processing of your crop insurance policy as seamless as possible. With that in mind, let’s look at the crop insurance calendar for a better understanding of when and why we need signatures:

Sales Closing/Policy Change – all MPCI, Pasture, Rangeland, & Forage (PRF), and Whole Farm Revenue Protection (WFRP) policies have a sales closing/policy change date. This is the date by which you need to add a crop to your policy, create a new policy, or make a change to your existing policy (which can include an entity change, a change in marital status, and/or a coverage level change, among other options). Documents indicating these changes require an authorized signature to be official. Otherwise, you run the risk of any change becoming invalidated.

Production Reporting – we need your crop production every year for every insured crop to enter into your Actual Production History (APH) database. This is extremely important because your production is calculated to determine your crop insurance guarantee. Therefore, it is extremely important we have a signed copy of your production reporting form because without one your records could be considered unofficial and you may be forced to use assigned yields in your APH. **The production reporting deadline is typically 45 days after the sales closing for the insured crop**, but your production can be reported well before the sales closing date if yours have it prepared.



Acreage Reporting – **your reported acres determine your coverage and your premiums**, so it is important to get it right. It is also important to sign a valid acreage report as it will ensure you get the proper coverage during a claim. Failure to sign your acreage report could nullify your reported acres and could sacrifice protection against peril. Keep in mind also that **signing your Form 578 at the FSA office does not count as signing your acreage report – you must sign an approved form from your insurance agent**.

Schedule of Insurance – after your acreage report is submitted, you will receive a schedule of insurance that lists your reported acres, your insurance guarantee, and your estimated premium. **This is not a bill**; you do not have to pay the amount on your schedule when you receive it. You also do not need to sign your schedule of insurance and send it back, although there is a place for you to sign on the form (this signature area is useful if you notice an error on the form and want it corrected).

Claims – If you go through the claims process, your loss adjuster will have forms for you to sign. King Crop Insurance has little to do with these forms, but they are of special importance because your signature on these ensures you will be paid an indemnity.

Yes, there are a lot of forms to sign just to get crop insurance coverage. You cannot just sign them all at once, which would be very convenient for us and for you, and **you must sign them before each given deadline**. Fortunately, it is easier than ever to sign a particular form. Forms can be sent electronically to be e-signed with just a click of a mouse or flick of the finger on your phone. We also accept printed and scanned signatures sent through e-mail. Of course, we will accept signed documents sent through the mail (101 W. Market St, Georgetown, DE 19947), still accept faxes (302-855-0885), and will always welcome visitors to our office if you want to hand deliver your paperwork.

What's Been Going on at King Crop

By Donna King



In December 2007 Jackie received a call from a regional manager with a fertilizer company stating they had an employee in the middle of corporate reorganization that was going to lose her job. They thought enough of this person to assist her in finding employment and King Crop was lucky enough to get that call. Jackie and Nancy were struggling to find the right person to fit in our complex and unique company and Diane came along just at the right time.

It was a cold and snowy December evening when Diane Lander met with Nancy and Jackie for her first time. Jackie offered to re-schedule the interview due to the weather, but Diane insisted they keep the time regardless of the weather. This was the first of many times Diane proved how she could always be depended upon.

A little about Diane you may not know. She grew up in Harrington, is the daughter of Edgar Welch, and attended Lake Forest High School where she was an ace softball player. She has two sisters (Roxane and Joyce), married to Dickie Lander, and has one daughter Jenn (husband Kyle). Her pride and joy is her grandson, Cole. When she began with King Crop two of her pastimes were bowling and throwing horseshoes where she ranked #1 female horseshoe pitcher in the state of Delaware. Diane started her career in agriculture in 1978 with Reed Inc. and after many changes in structure and ownership, left CPS to join King Crop in 2008.

done right and to make a farmer happy. Diane's dependability and the care she put in her job is a true reflection of her integrity and character. King Crop and our farmers are extremely fortunate to have had Diane on our team".



When Justin joined King Crop in 2013, he knew immediately Diane was his "go to" person for guidance and direction on the job. As Justin states, "she has taught me so much over the past nine years and thankful to have had such a patient and outstanding teacher." He also said, "he knows retirement won't slow her down, she has her grandson Cole to chase after, has Dickie to keep busy with home projects, and of course the many cornhole tournaments she will travel to all over the country. Her schedule will now be filled with Diane's projects and not dictated by her work career."



Diane's dedication and dependability is irreplaceable, but we are so excited for her and her family. As Nancy says, "She has been more than just a co-worker, she was a friend, a colleague and more like our fourth sister. We laughed and complained together, we stressed and celebrated together. Diane has been an asset to King Crop since the

Her knowledge of the ag industry was instrumental to us but the most important and valuable asset she brought to King Crop was the personal relationships she had fostered in her previous position.

Now moving the calendar forward fifteen years later she has decided it was time to find the next job: caring for her father, assisting her daughter with her three-year-old grandson and plenty of time to travel with Dickie participating in national cornhole tournaments. If Diane does half of what she has done for King Crop, then her father could live forever and her grandson will be a champion bowler, horseshoe thrower and an excellent cornhole player. King Crop's loss, her family's gain.

Yes, she had decided to call it quits after 15 years with King Crop and we will be lost without her. We continue to threaten kidnapping her for every acreage reporting season so she can keep us all sane during those busy and stressful times. As Jackie said, "I cannot tell you the numerous times I have been impressed and thankful for Diane's willingness to learn, her computer knowledge, the level of customer service she provides, and always willing to go the extra mile to get the job



Upcoming Crop Insurance Calendar

Sales Closing/ Policy Change Deadline, Small Grains:

September 30, 2022

Small Grains Production Reporting Deadline:

November 15, 2022

Sales Closing /Policy Change Deadline, Category C Crops
(including Cranberries, Blueberries, Peaches, & Grapes):

November 20, 2022

Sales Closing/Policy Change Deadline, Pasture, Rangeland, &
Forage (PRF):

December 1, 2022

End of Insurance Period, Corn, Soybeans, & Grain Sorghum:

December 10, 2022

Acreage Reporting Deadline, Small Grains:

December 15, 2022

Sales Closing/Policy Change Deadline, Potatoes:

January 31, 2023

Sales Closing/Policy Change Deadline, Green Peas:

February 15, 2023

Sales Closing/Policy Change Deadline, Spring Crops:

March 15, 2023

Farm Bureau Meeting Dates, Fall 2023

Kent County, 9/26/22, 7 PM, Felton Fire Hall

Sussex County, 10/1/22, 7 PM, Frankford Fire Hall

New Castle County, 10/10/22, 7 PM, Townsend Fire Hall

State Banquet, 12/10/22, 6 PM, Dover Modern Maturity Center



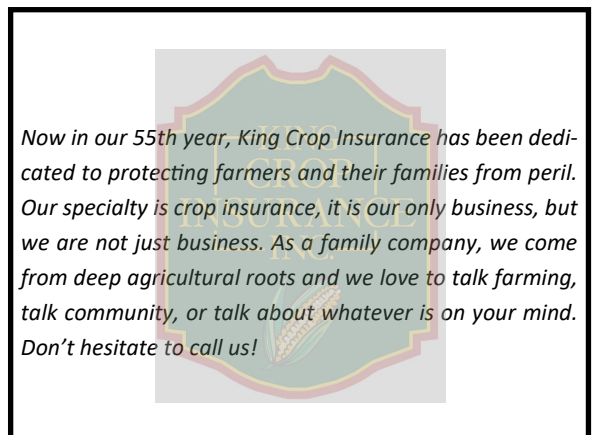
celebrated together. Diane has been an asset to King Crop since the day she walked in the door. I have never worked with someone more dedicated and committed to her work.”

When I reflect on the eleven years I worked with Diane one of the first things that comes to mind is how she treated me prior to joining King Crop. I would call the office for Nancy or Jackie and her voice was the first I heard; it was as if we already knew each other. We would chat for a minute before she would get my sister(s) on the phone and I often thought, if she talks with the customer that way then she is a treasured gem. Then in 2011, I began working with her and I was right, a rare and treasured gem!

So, Diane from the bottom of our hearts we wish you the very best in your retirement, you deserve it! Thank you for joining our family on that snowy night, it has been a true pleasure. I believe it is safe to say that our family goes beyond just the King family but to the family of farmers that had the distinct pleasure of you working for them. Words cannot describe how much you will be missed and how much you are appreciated.

Now your family and cornhole will have 100% of your time. Best of wishes and God Bless!

If you would like to join us in wishing Diane the best in her retirement stop by the office Tuesday, November 22 from 10am – 3pm for some refreshments and fun with Diane.



Welcome to King Crop Insurance, Connor Vincent!



If you hear a new voice on the phone or see a new face at the office (though it is one many farmers around Sussex County may recognize), that is the newest team member at King Crop Insurance, Connor Vincent.

Connor was born and raised in Laurel, DE by a long-time Delaware farm family. Growing up, Connor was active in 4-H and FFA and travelled nationally showing Suffolk and Border Leicester sheep. She maintains a love for livestock (and all animals) and stays active within the show community.

In 2017, Connor was elected the Mar-Del Watermelon Association's Watermelon Queen. In the position, Connor valued her opportunity to serve the agricultural community and promote her favorite crop (she knows her stuff when it comes to varieties too). Being Watermelon Queen gave her the opportunity to travel the country and be a representative for our local farmers, something she did not take for granted. If you see Connor at the office, her love of Delmarva watermelons will be on display at her desk and sometimes even in the clothes and accessories she wears.

Connor received an associates degree in agribusiness management from North Carolina State University and a BS in elementary education from Campbell University. Using the latter degree, she went into education, where she spent a year teaching fifth grade and another teaching second grade.

Though many factors went into Connor deciding to leave teaching, perhaps the biggest was a desire to return to the community she grew up in, Delaware agriculture.

At King Crop Insurance, Connor has the opportunity to combine her agribusiness training and record of agricultural advocacy with her love of being a Sussex County farm girl. She will be in the office full time starting this fall as she is learning the ropes about the crop insurance business getting to know our colorful clientele. She still has energy enough at the end of the day to keep up with her 1-year-old mini-dachshund, Scooter, at her home in Laurel.

Welcome to King Crop Insurance, Connor!





King Crop Insurance, Inc.
 101 W Market Street
 Georgetown, DE 19947



Small Grains Deadline

September 30, 2022

Signature Required on All Reports!

We thank you for your business and confidence in King Crop to handle your crop insurance needs!



Sales Closing/Policy Change

**Deadline for Small Grains
 September 30, 2022**



Ways to Send Your Forms to King Crop:

- E-mail 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

Other Small Grains Policy Deadlines:

Production Reporting: 11/15/2022

Acreage Reporting: 12/15/2022

2023 Spring Crops

It is never too early to think about your spring crop policies. Analyze your harvest and see what you need. Sales Closing/Policy Change Date: MARCH 15, 2023