

King Crop News



Brought to you by King Crop Insurance

CELEBRATING Over 50 YEARS

January 2021

Spring Crop Discovery Prices

Prices are determined based on the Average Price on the CBOT for the month of February for Corn Soybeans and Grain Sorghum. Contracts for Vegetable Crops must be submitted by Acreage Reporting.

Sales Closing Deadline March 15th

Do you have changes to your policy? Increasing your level of coverage? Do you want to add options? **Adding a crop?**

It is important to share any changes to your farming operation i.e. irrigation added, land added, NBG, expanding to a new county, acres emerging from CRP, adding a crop, etc. **If you have any changes to your entity i.e. death of an SBI, did you get married, have name change, etc. Please let us know by March 15th!** Failure to inform us of any changes may put your insurance coverage in jeopardy.

* SBI = Person of Substantial Beneficial Interest in your farming operation

Reminder about.....

2021 Acreage Reporting Changes

Without a timely **signed** acreage report you may jeopardize your crop insurance coverage; accuracy ensures the correct crop and acres are protected, without accuracy you could impact your average yield in turn impacting your yield guarantee, accuracy ensures accurate premium and **without a timely signature could mean no coverage even if you have certified acres at FSA.**

In the past, we were able to enter an acreage report from an FSA 578 form without a signature. You then received a letter from the underwriting company (RCIS) stating we had submitted your acreage without a signature; no action was needed unless you found an error. **In crop year 2021 we must have a timely signature for each acreage report submitted (signed and submitted by July 15 for spring crops). This means we must have a timely signed acreage report on the RMA's approved form or coverage could be a risk.**

To meet RMA requirements, we will send you a "map-based acreage report" form. This form will include a map of your farms for you to report the crop, acres planted, and plant date. If a map is missing, add the information on the last pages of the document. Any additions should include the farm serial numbers, tract numbers, farm name and indicate if this is a new farm to your operation.

This information must be completed, signed, and returned by acreage report deadline (July 15). We still need a timely FSA 578 to ensure what is reported to FSA is accurate and can be compared to the information completed on the "map-based acreage report." We will be sending this info in a green envelope, so keep an eye out for it.

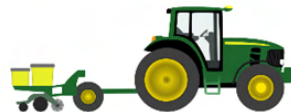
Crop Hail and Wind Endorsement Coverage Available



A crop hail policy offers flexible, affordable coverage that compliments your MPC plan,. It provides acre-by-acre coverage against isolated damage.

REPORT CROP INSURANCE FRAUD

Less than two tenths of one percent of all the producers, agents and adjusters involved in the crop insurance program try to defraud their neighbors and their fellow taxpayers. But those few hurts us all. If you see someone damaging your reputation and robbing the public's trust in the crop insurance program, call the toll free hotline 1-800-424-9121 or e-mail



Replants

If you need to replant, thinking about replanting or dreaming of replanting, please **CALL US FIRST!** You are leaving money on the table if you do not contact us first! We must have a replant NOL on file before you put that planter back in the ground. Call us at 302-855-0800 or text us at 302-470-7348.

What are the options when reviewing your coverage for 2021?

There are several things one should consider when reviewing their crop insurance coverage for the upcoming growing season. Each farming operation is different and there is not a one size fits all when making your decisions. As your crop insurance agent, we will review all options with you to determine what works best for you and your operation. Listed below are options to consider:

Level of Coverage – Over the last few years the most popular 70% level has moved to the 75-80% level. I guess one could say 80 is the new 70. If you have maintained a high overall average, increasing your level of coverage could mean having a 20% loss versus losing 30% or more. Your level of coverage should be based on what your individual inputs cost (mortgage, land rent, seed, fertilizer, equipment, manpower, etc.) and each of these individual factors vary from one operation to another.

Processing Bean Change – Beginning this spring you will have the option of additional levels of coverage for processing beans (lima, green beans, etc.). You can now purchase coverage at the 80% and 85% level.

Supplemental Coverage Option (SCO) – This option extends your coverage level up to 86%. This is a county-based option and triggers when the county yield falls below the expected county yield. We typically look at SCO for perennial crops however, we have found it works with annual vegetable crops (i.e. processing sweet corn, peas, processing beans, etc.). One thing to keep in mind with SCO the indemnity is not paid until the county has determined the counties average yield and payment could be delayed up to six to ten months after the crop is harvested. A consideration when looking at SCO is to consider increasing your coverage levels versus signing with SCO. This option is only available you have selected PLC at FSA for the prospective crop.

Enhanced Coverage Option (ECO) – New for 2021 ECO acts very similar to SCO. ECO covers you from 86% to 90% or 95%. ECO, again, is based on the county average yield and can be used with SCO or without it. ECO can trigger an indemnity on only a 5% loss in revenue or yield (dependent on the underlying MPCCI plan). This plan is available for wheat, canola, grain sorghum, corn, soybeans, and barley in our region.

Hurricane Insurance Protection Wind Index (HIPWI) – This was a new option available in spring of 2020 and covers producers from the threat of a hurricane. Losses are triggered when hurricane force winds are recorded from a named hurricane in the county as well as adjoining county. Winds must be sustainable as determined by the National Hurricane Center (NHC) and the National Oceanic and Atmospheric Administration (NOAA). HIPWI can be combined with SCO and if HIPWI triggers in the perspective county you could collect regardless if you had damage or not and regardless if the crop has been harvested or not.

Prevented Plant Buy-up +5% - Prevented plant indemnity is paid based on 55% of the guarantee for corn and 60% for soybeans. With the Buy-up option you can increase the percentages by 5%.

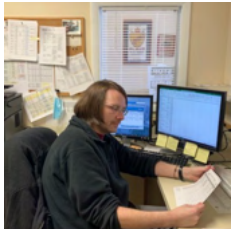
Crop Hail – Crop Hail is a private product offered by the Approved Insurance Providers (AIP) and is a relatively inexpensive option to obtain additional coverage on an acre-by-acre policy with coverage for hail damage only. Crop Hail is available for Barley, Wheat, Corn, Sweet Corn, Grain Sorghum, Processing Beans, Processing Peas, Blueberries, Watermelons, Soybeans and Edamame. Crop Hail does not follow the hard sales closing deadlines as the products mentioned above.

Whole Farm Revenue Protection (WFRP) – WFRP is a revenue-based product and allows you to insure all commodities and crops harvested for revenue. It is based on the average revenue generated from your IRS Schedule F for the last five years and works best of the operations with a variety of crops and crops not insured by a MPCCI policy. WFRP can (and is encouraged) to be combined with a MPCCI policy.

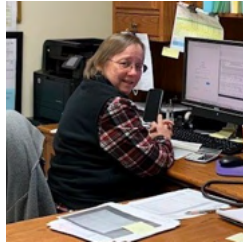
All of the above options are available in all counties we service and have a hard **deadline of March 15** with the exception of Crop Hail which does not have a deadline. Please let us know if you would like more details and considering any of the above. We will be happy to review your coverage and forward you quotes pricing each option based on your needs. It is important to us your coverage is adequate based on your operation and all options are reviewed before making your decisions. Planting season will be upon us before we know it and we wish you a profitable and safe season!

Whassup..... at King Crop???

Diane and Justin are entering production! Acreage reporting is complete for Wheat and Barley. They will be contacting you for potato and pea acres planted in the next few weeks but right now they are concentrating on production reporting. Although 2020 crop yields are not due until April 15th for Spring crops, for an accurate policy review and quote, we are requesting your production report as soon as possible. The production



and yield data establishes your APH and could impact your insurance coverage. Diane and Justin will be anxiously waiting receipt of your yellow worksheet. So please complete, sign and return it to us ASAP. Remember, if you have a loss, the loss adjusters do not report the production for every unit- only units with a claim of loss. If you need assistance drying down your bushels or calculating your tickets, give Diane or Justin a call. They can provide dry down sheets or send them your tickets and they will process for you.



Donna is getting ready for a busy quoting season. The commodity prices have taken a big jump in the past few weeks, so she wants to make sure everyone has adequate coverage. We are busy reviewing changes in the RMA actuarial browser and making sure we can alert you to any change. This time of year is usually busy with meetings: Maryland Agronomy Meeting, New Jersey Vegetable Growers Convention, Delaware Ag Week, etc. Our seed dealer friends, equipment dealers and fertilizer companies have cancelled or pushed out meetings we had hoped to attend. This year is different for all of us! We will continue to reach out and stay in touch through this pandemic.



CALL, E-MAIL OR TEXT FOR A QUOTE TODAY!



Jackie was excited to be able to attend the American Farm Bureau Virtual Convention. The national convention dates have always interfered with Delaware Ag week and there is no way any of us would miss Delaware Ag Week! There is concern with the new Administration coming to Washington but President Biden has chosen a Secretary of Ag who knows his way around the agriculture community. The key message is to stay positive and make sure our voices are heard. American Farm Bureau has a strong voice- let's use it! Jackie is becoming familiar with the new Ag committee chairs in the House and the Senate. She is anxious to learn who will receive key appointments at USDA and their knowledge of crops grown in our region. Jackie has been involved in the 5K Milk Run and photo contest judging at DFB. There are a lot of virtual crop insurance training meetings on the schedule in February. Looking forward to reviewing coverages and quoting. 2021 is going to be a better year!

Theresa is diligently reaching out to her clients to get their production entered. She is contacting everyone to see if they have made any changes to their operations that might impact coverage. The higher commodity prices are requiring a little extra check on everyone.



Nancy is looking at everyone's work list and checking it twice (between her daily office naps)! She has been wrapping up the books for year end and making sure claims are getting paid. Right now Nancy is preparing for a fun filled crop insurance sales season.....





What is the Farm Bill?

You are going to be hearing a lot about the Farm Bill so listen up and pay attention. The Farm Bill is a package of legislation passed roughly once every five years. It has a tremendous impact on farming livelihoods, how food is grown and what food is grown. The agricultural community must provide input to make sure this important bill is good for farmers, the consumers and for the environment. The last Farm Bill was enacted in December 2018 and expires in 2023. We have a new Congress and a lot of new legislators. The Chairs of the Ag Committees are changing as a result of new leadership in the Senate.

2023 may seem like a long time away but the contentious environment in Washington and the massive size of the bill, it will take every bit of the next two years to complete the new Farm Bill. The Congressional Budget Office projects the 2018 Farm Bill to cost about \$428 billion. Our food and Farming system is always facing new challenges. As stakeholders, we have to make sure our voices are heard by providing feedback and input to lawmakers to fix problems in the current Farm Bill and build a better Farm Bill in the future.



For safety we can zoom, email, text, tele/conf, etc. Face to face we will need to mask.

RCIS Producer Portal

Online services are available on the RCIS Producer Portal and easy to use. As an RCIS policy holder, you can access electronic documents from your computer or mobile devices. The documents are stored in an electronic net. RCIS make your in- as easy and ient as possible. into your ac- lows you to and make pay- line. You can electronic deliv- Federal Crop Insurance Policy documents and the Special Provisions of Insurance Documents. Precision Farming Data can also be uploaded through the Producer Portal.



How do You Enroll?? Go to RCIC.com and select registration link for producers. You will be guided through the registration process. You must register for an account before you can use RCIS.com. It is important to have your policy number and social security number handy when you go to register. If you register for a policy with an EIN for which you are a SBI, RCIS will have to verify you are an SBI for that entity and have signing authority. If you have any questions, gives us a call. The Producer Portal will be helpful in our current COVID environment.

The Disappearing Corncrib

For decades the corncrib has been a fixture on our rural landscape. They were first used by Native Americans and later adopted by the European settlers. The earliest corncribs were made from logs. In the 1800's there were mostly constructed of a frame flaring from bottom to top. The design prevented settling and helped shed water. Corncribs manufactured of metal were produced in the early twentieth century but they disappeared during the metal shortage of World War II. They became less common in the mid 1950's when technology changed the way corn was harvested. Combines made it possible to shell corn in the field and artificial drying technology eliminated the need for long drying periods.

Corncribs are loosely framed structures with spaces between slats on the walls. The crib allows air to pass through and dry the corn still on the cob. It is usually long and narrow so air could pass through. When corn was harvested by hand, the ears were pulled from the stalk, husked and stored in the corncrib. The fodder was gathered and used for feed or bedding. When the fodder had no value, the corn was allowed to dry on the stalk before being husked. This usually resulted in a moisture level of greater than 20 per cent. The ears were then stored in the corncrib to further dry avoid spoiling. During the winter months, as the farmer needed corn to feed the livestock, the corn would be shelled and the kernels ground for feed. What was left over in the spring would be shelled and sold for cash. The cobs were salvaged for cooking and heating stoves. Just like the disappearing silo, the disappearing corncrib is just another sign of progress in agriculture. Send us a picture of a corncrib on your farm or a picture of one as you travel across Delmarva. E-mail to nancy@kingcrop.com or text your pic to 302-470-7348.



117th Congressional Ag Leaders, New Biden Administration and The Coronavirus Relief Package!

As I sit to write this column, my heart is heavy with the turmoil in our nation. Then I hear our Mom's voice saying, "You get up every day and put your right foot forward, even on days you are dragging your left." My mind has been eased a little over the last couple of days as I attended the American Farm Bureau Virtual Convention. Listening and learning how farmers across America are dealing with the pandemic has given me hope that we are not as divided a nation as we may seem. Normally this time of year Nancy, Donna and I are busy planning, preparing, and attending local farmer meetings. I never knew I would miss Delaware Ag Week so much. I sure do miss seeing you all!

With a new Congress, we will have new Ag committee leadership. In the House of Representatives, Rep. David Scott from Georgia won the House Agriculture Committee gavel. He will be replacing Rep. Collin Peterson from Minnesota. Prior to becoming chair, Rep. Scott was chairperson of the Agriculture Subcommittee, member of the Commodity Exchanges, Energy and Credit Committee and member of the Subcommittee on General Farm Commodities and Risk Management. He also served as a member of the Financial Services Committee and Subcommittee on Consumer Protection and Financial Institutions. This is a unique selection considering Rep. Scott's district is predominately urban. We know Ag policy is one of the few bipartisan committees in our government. Rep. Glenn Thompson from Pennsylvania will serve as the Republican ranking member on the House Agriculture Committee.

Senator Debbie Stabenow of Michigan is poised to be the next Senate Agriculture Committee Chairperson. Senator Stabenow was previously committee chairperson 2011 through 2015. Last week the Senator told AgriPulse, "As chair of the Agriculture Committee, we are going to lead an effort to create a voluntary climate exchange", adding climate policy for farmers and ranchers is a top priority. I like the word "voluntary." It is a positive approach. Senator Stabenow is a proven agriculture advocate. She represents a very crop diverse state. The Senator worked on the bipartisan 2014 and 2018 Farm Bills. Another positive is her staff of experienced Ag Committee staffers working not only for farmers of Michigan but for the farmers across America. Senator Stabenow is someone our Ag community can work with on issues or policy in the upcoming Farm Bill. As of today, the Senate has not confirmed the chairperson position, but I anticipate by the end of this month committee chairs will be announced. Senator John Boozman of Arkansas is expected to be the ranking Republican member on the Senate Ag Committee.

What will the Biden Administration mean to rural America and to farm policy? President Biden has expressed on his campaign website and in interviews that the "need for a healthy vibrant rural America is essential to the success of our country." From what I have read, his main priorities are: farm programs, research, climate, trade, taxes, and infrastructure. Fixing our crumbling

bridges, repairing roads, ports, electrical grids, rural broadband, and water systems is key. We must be able to safely and efficiently get our products to market and to the consumer.

Congress allocated the second round of funds to the ReConnect Program. The ReConnect Program is a broadband pilot program that offers federal loans, grants, and combinations thereof to facilitate broadband deployment in rural areas administered by USDA. The need has never been greater than now. The internet is imperative for farmers to remain sustainable and competitive.

Last week, I listened to the Washington Update at the American Farm Bureau convention, one panelist described then President-Elect Biden as "a legislator, a centrist, will work well with Congress, listens to the American people and to experts." Let's be optimistic. After spending my entire life around farmers, you guys are the most optimistic people I know! We must use these strengths. What are the needs to sustain our farming operations? We must speak up, engage with our farm community, organizations, and elected officials. Your state Farm Bureau is a great avenue to obtain the goals-USE THEM!

The Consolidated Appropriations Act of 2021 includes coronavirus stimulus and relief. The Agriculture Committee was given a total of \$26 billion to spend on COVID relief for nutrition assistance, agriculture and rural programs. Half of that spending, \$13 billion, was provided to the House Ag Committee, Education and Labor Committees to provide nutrition assistance. The numbers still amaze me, how many Americans are food insecure before and after the pandemic. The other \$13 billion went to agricultural assistance and programs. Of the \$13 billion, \$300 million was provided to the Commerce Department to operate a program to assist the fisheries industry. With \$ 11.2 billion for direct financial assistance for commodity farmers. Poultry farmers that were left out of prior relief are included with \$1 billion going to contract poultry and livestock. This is for farmers that had to euthanize due to lost markets or processing access. A complete detail can be found on the House Agriculture Committee website. On January 5th, USDA announced it is in the fifth round of purchasing food for the Farmers to Families Food Box Program. This amplifies the demand, yet the need has not diminished! Keep growing food my farmers, cause there a lot of folks to be fed.

Don't know what you are thinking, but Donna, Nancy and I cannot wait to get the Covid19 vaccine. I would take it tomorrow if I could, but since I am the youngest of the three, I will have to wait my turn. As farmers, never forget you are a major essential part our American life. THANK YOU! Stay safe and stay healthy. When you can, give to those in need. God Bless America!

P.S. Support your local voice in agriculture- become a member of Farm Bureau today!



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



**Spring Crop
 Sales Closing Deadline
 March 15**
 2020 Crop Yr Production
 Due 4/15

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

Sales Closing for Spring Crops



**Deadline for Making Changes to your MPCl Policy
 March 15
 February 15 for Green Peas**



- Change Your Insurance Coverage
 - Level of Coverage
 - Plan of Insurance
 - Unit Division (Basic, Optional, Enterprise)
 - Coverage by Practice
- Entity Type Changes (divorced, married, LLC partnership, etc.)
- Have you added land or added land in another county
- Address Change, phone number change, email change, etc.?

Contact us Today 302.855.0800

Spring Crop

2020 Crop Yr Production Due 4/15

**2021 Spring Crop
 Acreage Reports Due
 July 15**
**We must have a SIGNED acreage
 in our office in addition to a copy
 of a FSA Form 578 by 7/15**