

King Crop News



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February 2025

Sales-Closing/Policy Change Deadline: March 15, 2025



The annual crop insurance decision-making period for spring planted crops in the Mid-Atlantic region will conclude on March 15, 2025. Be sure to talk to an agent at **King Crop Insurance** prior to the deadline to ensure you have proper coverage for 2025. Think about the following possible factors affecting your policy:

- 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)
- Have you added land or added land in another county?
- Address Change, phone number change, email change, etc.?

Cost Saving Chance at Better Protection in First State

The 2025 crop year is the initial opportunity for Delaware farmers to take advantage of a recent crop insurance cost-sharing program signed into legislation in 2024.

The initiative, introduced as the **Delaware Agricultural Production Insurance Assistance Program (DAPIAP)**, will aid producers with planted acres within state lines by crediting policy holders **up to 30% of their crop insurance premium**, with a maximum aid of \$10 per acre.

In a time when input costs rise sharply and drop slowly, if at all, per acre spending can grow dramatically depending on the crop. Crop insurance premiums are one of the few costs that rise and fall according to commodity prices. To be able to slash premiums further with the help of the new program can keep the cost of protecting an investment even lower.

More importantly, the **program will make the cost of better protection more affordable**. For many First State insureds, the cost of going up a coverage level will be eliminated through the DAPIAP cost-share and they will be able to afford more com-

prehensive risk management at or close to the rate of their current coverage.

The goal of DAPIAP is to **help farmers protect a greater portion of their risk**. Ideally, a farmer's crop insurance policy will cover, at minimum, the per acre input cost of a planted crop. This way, in times of loss, the insured will have capital from an indemnity payment to settle bills and prepare for the next growing season. DAPIAP could help you protect a significant portion of your risk at a more relevant level of coverage. During this spring sales season, it is important to take some time, either on the phone or in-person, to **talk to King Crop Insurance** and determine if you are covering your operation enough. The deadline for policy changes to spring-planted crops is March 15th.

If you have a crop insurance policy in the state of Delaware, you automatically qualify for the cost-share if you plant and insure a crop in 2025. To get an idea how the program will work for you and what your savings could be, **contact King Crop Insurance** right away to discuss your policy!



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Policy Options Could Make a Difference in 2025

It is vital to discuss your crop insurance policy with King Crop Insurance prior to the policy change deadline of March 15th. Even if you stay at the same level of coverage you had in 2024, it is important to review with an agent so you are aware of exactly what you are covering.

When discussing your policy with an agent, have a dollar amount of per acre revenue in mind that you are looking to protect. If there is a coverage level that achieves that amount of protection at a premium rate you are comfortable with, go with that coverage. If you are not prepared to handle the premiums for your ideal coverage level, King Crop Insurance can work with you to find the coverage that will best fit your operation. Any coverage is better than none and we will take the time to find the policy that will keep you farming into the future.

Maybe you have found your sweet spot and are wondering what other means of risk management can be employed to help your operation. Or perhaps you have max coverage levels and are still looking for additional protection. Multi-Peril Crop Insurance (MPCI) policies do have add-on and endorsement options that may work to get you the level of risk management you are seeking. Some popular and interesting options include:

Supplemental Coverage Option (SCO) – Available for YP, RP, or APH policies, **SCO** is an area-based coverage option that pays out indemnities when county yields and/or revenue totals dip below the 86% threshold. For those carrying coverage under 85%, it is a way to protect at a higher level without paying quite as high a premium. As the policy holder, though your guarantees will be based on your operation's production history, losses will be based on your county's production. It is technically possible to collect an indemnity with **SCO** without your operation having a loss, but indemnities are also paid out well after the end of the calendar year is over. Purchasers of **SCO** also cannot sign up for ARC at the Farm Service Agency office.

Enhanced Coverage Option (ECO) – Much like **SCO**, **ECO** is an area-based option that can extend your coverage up to 90% or 95% of the value of your crop. Indemnities work in very much the same way, with losses being determined by county-wide production. Unlike **SCO**, **ECO** is available on far fewer crops (mostly grains in our area, though it has been introduced on some perennial crops like blueberries, apples, and grapes starting with the 2025 crop year). One attractive aspect of **ECO** now is that the federal subsidy level has gone up in 2025. It once stood at 44%, but now it is a more affordable 65%. Your premium will depend on your crop, county, coverage level, and

production history. **ECO** can be combined with **SCO**.

Hurricane Insurance Protection Wind Index (HIP-WI) – this hurricane protection can be combined with **SCO**, but not **ECO**, and includes a **Tropical Storm endorsement** for broader coverage. Simply put, if a named storm occurs in your county or an adjacent county, indemnities can be paid out. However, there are stipulations, especially with the **Tropical Storm endorsement**, including minimum rainfall amounts and sustained wind speed requirements, that can make qualifying for a payment easier said than done.

Pasture, Rangeland, and Forage (PRF) – This **Rainfall Index** policy is not an add-on nor an endorsement; it is a completely separate policy. What it does, though, is protect a crop many farmers are growing without knowing they can insure it: hay. There are intricacies to the policy not seen in MPCI (latitude and longitude are involved and calendar-watching is part of it), but it is a simple policy in one aspect – if you do not get enough rain, you get an indemnity. Even if you have minimal hay land, it can be worth looking into. **Unlike SCO, ECO, and HIP-WI, which have policy change deadlines of March 15, PRF has a sales-closing of 12/1, so we are already too late for a 2025 crop year policy. However, it is never too early to start thinking about it for 2026!**

Along with the coverage expanding options of **SCO**, **ECO**, and **HIP-WI**, there are other endorsements, like **Prevented Plant Buy-Up, Replant Option Endorsement, or Contract Pricing Option**, that may be available for your policy and could aid in your risk management plan for 2025. The important thing is to talk with **King Crop Insurance** before the **policy change deadline of March 15** to make sure you have the coverage you need – **do not assume you are covered, make sure you are!**



**KING CROP INSURANCE INC - EXPERIENCE IN THE FIELD
SINCE 1967. CALL 302-855-0800/ EMAIL
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Easier Reporting Through Precision Agriculture

It is no secret, but not everyone is aware that reporting your planted acres or harvested production to **King Crop Insurance** can be done easily and painlessly by sharing your precision ag data with us. Using partnerships with operations in the software of your choice, such as MyJohnDeere or Climate Fieldview, data can flow from your program directly to our database, where we can process planting or harvesting maps for your reports.

Depending on the permissions allowed by the grower, data can be loaded daily, allowing for acreage reporting in near real-time. Reports can also be processed by **King Crop Insurance** and then shared, by farmer request, with third parties such as lenders, FSA, or supply companies.

Important to note: Even though data may be imported on a continual basis into our database, reports are not processed until farmer approval has been received (all acreage and production reports require an insured's signature by federal law). King Crop Insurance also will not share any information outside of the agency without the expressed consent and request of the insured. We do not take the trust our customers put in our service lightly and we take any and all steps necessary to protect their operations.

If you are interested in this timesaving (and possibly money-saving) service, contact **King Crop Insurance** prior to planting to set up your data-sharing with us. Tell everyone you know!

agents@kingcrop.com

302-855-0800



*FOUNDED IN 1967,
WE HAVE MORE CROP
INSURANCE EXPERIENCE
THAN ANYONE.*

**OLD SCHOOL, NEW SCHOOL.
WITH KING CROP INSURANCE YOU'LL BE
MOST LIKELY TO SUCCEED.**

*WITH THREE GENERATIONS OF
FARM-RAISED AGENTS, WE HAVE
THE EXPERTISE TO PROCESS
YOUR PRECISION AG DATA.*

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Risk Management Conference - March 3, 2025

Harrington Fire Hall 8:00 AM - 4:00 PM

Delaware Farm Bureau and University of Delaware Cooperative Extension will be presenting a day of risk management discussions with topics including crop insurance, grain marketing, & farm stress management. Guests from University of Delaware, University of Maryland, USDA, The Fertilizer Institute, and Advanced Trading Inc are scheduled to speak and lunch will be provided. Visit DEFB.ORG or call 302-697-3183 to register for attendance.

ALERT—Don't destroy an insured small grain crop before calling us! An adjuster will need to appraise the crop prior to destruction. Failure to do so could cost you an indemnity!

Plan Ahead with King Crop

In the coming days, **King Crop Insurance** will be reaching out to insureds to confirm their coverage for 2025 spring crops. Many will be receiving quotes for possible coverage changes as well as estimates for premiums of current coverage. There are some factors to consider when examining a quote and when discussing coverage options:

1. Quotes for coverage are estimates of potential costs. Any quote provided for corn, soybeans, or grain sorghum generated prior to March 1 will have the most current commodity price factored in, but it will not be the established price. The final commodity prices will not be determined in the Mid-Atlantic area until after the February discovery period is complete. **King Crop Insurance** and our underwriters strive for accuracy in quoting, but we also take timeliness into consideration. If you need a quote prior to the discovery period being complete, we will provide one with the most recent data available, but be aware it is an estimate.



2. For the most accurate quote, provide **King Crop Insurance** with your 2025 planting plan. Knowing how many acres of which crops you will plant allows for better accuracy in quoting, especially if we know which fields are going to be in which crops. Similarly, providing us with your 2024 production records will update your **Actual Production History** database, which will better reflect your yield and revenue guarantees for 2025. Your APH is technically not due until April, but the sooner it is in our office, the more accurately we can quote your 2025 coverage. Partnering your precision ag technology with King Crop Insurance is a quick and easy way to supply us with this data.
3. We will need to know operational changes prior to the **March 15 policy change deadline**. Adding or removing SBIs to your entity, either because of marriage, divorce, death, or entity type change, is a vital policy change that must be made before the deadline. Adding irrigation to fields can also affect your overall premium and adding crops to your operational plan will have an impact if you do not have policies in place by **March 15**. Talk to an agent about your

plans. No amount of information is insignificant; it could mean you are better protected against loss.



We love talking to farmers anyway so take the time to **talk to an agent at King Crop Insurance before the deadline**. If it is twenty minutes or two hours, your operation can be saved just from a conversation.

Crop Insurance Can Cover More Than You Might Think!

King Crop Insurance has an unequalled history of protecting the crops of the Mid-Atlantic region - corn, soybeans, lima beans, snap beans, sweet corn, blueberries, & peaches among others - but our services are not limited to commodities planted in the dirt.

Recent years have seen big improvements in programs designed to insure livestock producers. Livestock Gross Margin (LGM) protection policies are available for beef cattle, dairy, and swine. Livestock Risk Protection (LRP) is available for feeder cattle and swine. Enrollment for these policies takes place throughout the year and **King Crop Insurance** is experienced in the applications and mechanics of the policies, so reach out to us if you are interested in protecting your livestock investment.

The 2023 crop year saw the introduction of a shellfish pilot program designed to protect oyster producers on the East Coast, with a late fall sales-closing date. The pilot program was purposely small in scope at the onset, but was expanded for the 2024 crop year and beyond. If you are a shellfish producer or know one, keep in touch with **King Crop Insurance** for all updates.



Changes at the Top for AG Nationally, Locally

2025 is the beginning of President Donald Trump's second term and it brings a new face to lead the United States Department of Agriculture. Brooke Rollins, a former White House aide and CEO of the America First Policy Institute has been tapped to helm ag policy by the second-term president. Her nomination was unanimously approved by the Senate Agricultural committee and was easily confirmed by the entire chamber on February 13, 2025.



Though her forte politically had previously been domestic policy, Rollins comes from an agricultural background. Born in Glen Rose, Texas on her family's farm, the new Ag Secretary was a state officer in FFA and active in 4-H growing up. She graduated from Texas A & M (where she was the first ever woman student body president) with a degree in agricultural development. She earned a law degree from the University of Texas and has worked extensively in public policy since, including positions in Governor Rick Perry's administration and in President Trump's White House. However, she still has found time over the years to help her four children participate in cattle showing. (Source: *Successful Farming*)

Rollins has outlined four stated priorities upon entering her new position. First, the deployment of disaster and economic assistance authorized by Congress for farmers in December of 2024. Second, and maybe most pressing and challenging, is containing the spread of animal diseases, particularly avian influenza, that has affected poultry and egg prices nationally.

Her third priority is a broad goal to "immediately begin to modernize, realign, rethink the United States Department of Agriculture." Mrs. Rollins' final priority focuses on the future of agriculture, an effort to secure the long-term success of our rural communities and ensuring the livelihoods of the next generation of farmers (Source: *Agriculture Dive*)

How Brooke Rollins will differ from departing Secretary Tom

Vilsack or from previous Trump appointee Sonny Perdue remains to be seen. It is apparent, however, her experience has equipped her for the position.

The State of Delaware also has a new Secretary of Agriculture. On January 28, 2025, William Donald Clifton II was unanimously confirmed by the Senate chamber of the Delaware General Assembly and was sworn in to his position the same day.

Known to most as Don, Secretary Clifton is a life-long resident of the First State, born in Sussex County. He has farmed in Milton, DE, like his father and grandfather before him, for over 45 years. The Cliftons have been primarily producers of processing vegetables for nearly a century and ran the Clifton Canning Company for many years.

Along with his work in the field, Secretary Clifton has served two stints as State Director for the Delaware Farm Service Agency, was president of Farmers First Services agricultural consulting, and was most recently the Executive Director for Delaware Farm Bureau. Married to his Cape Henlopen High School sweetheart Ruth since 1979, Clifton's greatest achievement is raising a family of seven children and he has, to date, ten grandchildren.



Avian influenza introduces Secretary Clifton to the position at a time of possible crisis, but the preparedness of the Delaware Department of Agriculture staff, under the guidance of outgoing Secretary Michael Scuse, will allow the new leadership to take the reins in stride.

Many challenges face our agricultural leaders in the future, from possible natural disasters to devastating diseases to uncertain market conditions. The important thing to remember is that the leaders of these respective departments of agriculture work for the US farmer. Let your voice be heard by those in positions of power, either through direct contact or through the power of agricultural advocates such as Farm Bureau and grower associations.