



J. T. Davis Insurance Agency

2022 Prices

Corn, soybean, wheat and cotton prices are expected to remain high in 2022. They have rebounded a lot since the COVID-19 lockdowns in mid-2020 and some future prices have doubled. With skyrocketing input costs the increases in commodity prices from last year is a welcomed sight.

COMMODITY	STATES	CONVENTIONAL	ORGANIC
CORN	NC	\$5.66	\$11.24
COTTON	NC	\$0.99	\$1.39
PEANUTS	NC	\$0.2656	N/A
SOYBEANS	NC	\$13.13	\$25.12
TOMATOES	TN	\$6.55	\$11.15
TOMATOES	VA	\$8.85	\$15.05
WHEAT	VA, OH, WV	\$7.16	\$14.54
WHEAT	NC & TN	\$7.14	\$14.50

Corn/cotton/soybean in NC – Tracks until February 14th

Corn/cotton/soybean in VA, TN, OH, WVA - Tracks month of February

ACREAGE REPORTING

Reporting acres is the most crucial part of your policy. You must **verify at Farm Service Agency (FSA) all acres are correct; failure to do so may prevent a payable loss.** Any farm/fields left off or under reported may not be added after the applicable acreage reporting deadline.

We will be mailing/e-mailing acreage reporting forms out that must be signed and returned, regardless of prevented plant, zero, or uninsured acres. **Your signature on this form is required for all crops.**

Tobacco Update

Risk Management Agency (RMA) has finally given tobacco producers a much-needed price increase. This year, conventional flue-cured tobacco has been increased to \$1.95. Organic is \$0.90 without a contract, up to \$4.50 (maximum over established price \$1.95). Fire cured and burley stayed the same at \$2.15.

For 2022 RMA made the following changes:

- The price election calculation will use your farms **approved yield** instead of guarantee as in 2021.
- Allow a producer to be eligible for the contracted tobacco price election up to 110% of the tobacco insured under their contract; meaning you have 10% above your contracted pounds.
- Spouse's name will be considered sufficient for a married individual's insurance policy.
- Clarified that the "maximum over established price" is used when determining the calculated discount factor for quality adjustment.
- **Organic growers will have to provide 3 years of sales records.**



We will be reaching out individually to review 2022 coverage/changes as well as obtaining a copy of your contracts.

Prevented Plant



As of July 6, 2021 producers can now receive 100% of the prevented planting payment. Historically payments have been reduced by 65% if the land was hayed, grazed or chopped before November 1st. However, a cover crop harvested for grain at any time will still result in a reduction.

“To those that work in acres, not in hours we thank you.”

Reminders

Signatures

- All forms mailed out from our office **MUST** be signed and returned. RMA has tightened down on signature requirements.
- Failure to return could result in reduced or no coverage on your policy.

Replant

- Call us prior to replanting your crop
- Must replant at least 20 acres or 20% of the unit, whichever is lesser

Destroy/put to another use

- Notify our office first
- i.e. Hay/graze, bush hog, or spray/burn down

Online bill pay & direct deposit available

- Call for more information



It is time to review your crop insurance coverage for the 2022 crop year.

With Covid on the rise, we want to be respectful of everyone's concern with the virus. Therefore, we will be contacting you individually prior to sales closing.



NC, SC

VA, WV, OH, TN

SALES

CLOSING:

FEBRUARY 28TH

MARCH 15TH

ACREAGE

REPORTING:

JULY 15TH

JULY 15TH

“Our Business Is Keeping You in Business”

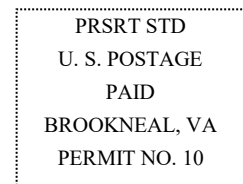
CONTRACT PRICE ADDENDUM (CPA) FOR ORGANIC CROPS

The CPA allows you, as a certified organic or transitional producer with a written contract from a buyer by the acreage reporting date, to insure your crop at the contract price.

This provides a crop insurance guarantee that is more reflective of the actual crop value. A quote will be provided that is reflective of your contract price.

Election must be made by sales closing date for that crop.

A copy of the contract in the policyholders name must be submitted by acreage reporting deadline.



J.T. Davis Insurance Agency, Inc. is an equal opportunity provider and employer.