From the beginning...

*Family Owned & Operated*

- 1st Generation Farmers
- Largest peach grower & marketer on the East Coast
- Industry leading technology
- 2nd largest peach grower in the U.S.
- Passionate about peaches
- Obsessed with quality

Founded in 1999 by Chalmers & Lori Anne Carr...
Modern farming...old fashioned values...
...we put quality on your table.
Who is Titan Farms?

We are the premier grower, packer and processor of **peaches** and **vegetables** in the Eastern United States!

- **Peaches** – 6,200+ acres
- **Bell Peppers** – 600 acres
- **Broccoli** – 1,000 acres

The largest producer in South Carolina of Peaches, Bell Pepper, and Broccoli.

The **ONLY** vertically integrated peach farming operation in the east!!
### Crops & Harvest Seasons

<table>
<thead>
<tr>
<th>Crops</th>
<th>Season 1</th>
<th>Season 2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Broccoli</strong></td>
<td>May 1&lt;sup&gt;st&lt;/sup&gt; – June 10&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Oct. 10&lt;sup&gt;th&lt;/sup&gt; – Dec. 20&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>Peaches</strong></td>
<td>March 15&lt;sup&gt;th&lt;/sup&gt; – Sept. 15&lt;sup&gt;th&lt;/sup&gt;</td>
<td></td>
</tr>
<tr>
<td><strong>Bell Pepper</strong></td>
<td>June 10&lt;sup&gt;th&lt;/sup&gt; – July 30&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Sept. 15&lt;sup&gt;th&lt;/sup&gt; – Nov. 15&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>Eggplant</strong></td>
<td>June 10&lt;sup&gt;th&lt;/sup&gt; – July 30&lt;sup&gt;th&lt;/sup&gt;</td>
<td>Sept. 15&lt;sup&gt;th&lt;/sup&gt; – Nov. 15&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
</tbody>
</table>
Titan Farms – Peach & Vegetable Acreage

Peach Acreage

Vegetable Acreage

Titan Farms Shipping Season

<table>
<thead>
<tr>
<th>JAN</th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
<th>AUG</th>
<th>SEP</th>
<th>OCT</th>
<th>NOV</th>
<th>DEC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>
Secure Legal Labor Force (H-2A)

Secure legal labor force fosters unity within our farming family

- One of Nation’s largest H-2A Private Employers crossing 750+ workers annually
- Participating in program for 19 years
- 97% retention rate among employees


Employees

# of Workers Annually 750+

[Graph showing the number of workers annually from 1999 to 2018, with a peak in 2017 and 2018, and a freeze period in 2002-2003.]

Percentage of Returning Workers

Returning Workers 98%

[Graph showing the percentage of returning workers from 2008 to 2017, with a 90% return rate over 9 years.]
Economic impact on our county

Year round & seasonal employment

# of employees:
  Max: 860
  Avg.: 500

Payroll = $15 million
What does Crop Insurance mean to me?

“A risk management tool that allows me to secure my operating funds, provide financial protection under adverse weather conditions and gives my family a sense of security.”
Advantages of Crop Insurance

1) Revenue protector

2) Minimizes economic weather related losses

3) Affordable

4) Allows for coverage choices
Why is crop insurance important??

“Each year there will inevitably be producers in some part of the country that experience weather conditions outside of their control that could take out their crop.

Crop insurance is critically important to enable a producer to farm another year after such an experience.”

David Schemm
National Association of Wheat Growers
Four back-to-back unrelated major weather events

2015

- Storm of the century
  - 18 inches in 1 day
  - 24 inches over 6 days

2016

- Mild winter
  - Record low chill hours

- Hurricane Matthew
  - Fall crop

2017

- Major late season freeze
2015 Storm of the Century

Over $3 million in lost revenue for fall crops

Fall Pepper: 60% Crop Loss
Fall Broccoli: 40% Crop Loss

2016 Mild Winter & Hurricane

**Spring 2016**
Mild Winter – Record Low Chill Hours
40% Peach Crop Loss

- Crop aborted and fruit dropped
- Quality issue from lack of dormancy

**Fall 2016**
Hurricane Matthew – Rainfall & Wind
30% Pepper Crop Loss

- Huge Quality Issues – Record Low
  - Area’s non-harvestable
Historical Chill Hours

Less than 45° from Nov.15th – Feb.15th

Chill Hours

- Nov. 15th – Dec. 8th
- Jan. 10th
- Feb. 15th
2016 Weekly vs. Historical

<table>
<thead>
<tr>
<th>2016 Week</th>
<th>6 Year Average For Similar Weeks</th>
<th>2016 #1 Boxes - 25lb Box Eq Pack Acres</th>
<th>Difference</th>
<th>% Difference Between 2015 and 6 Year Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wk 1 - May 15th</td>
<td>50,133</td>
<td>67,199</td>
<td>17,066</td>
<td>34%</td>
</tr>
<tr>
<td>Wk 2 - May 22nd</td>
<td>67,080</td>
<td>75,581</td>
<td>8,501</td>
<td>0%</td>
</tr>
<tr>
<td>Wk 3 - May 29th</td>
<td>78,246</td>
<td>80,381</td>
<td>2,135</td>
<td>-3%</td>
</tr>
<tr>
<td>Wk 4 - June 5th</td>
<td>75,842</td>
<td>76,131</td>
<td>289</td>
<td>6%</td>
</tr>
<tr>
<td>Wk 5 - June 12th</td>
<td>82,848</td>
<td>151,531</td>
<td>68,683</td>
<td>-8%</td>
</tr>
<tr>
<td>Wk 6 - June 19th</td>
<td>115,472</td>
<td>115,234</td>
<td>-238</td>
<td>31%</td>
</tr>
<tr>
<td>Wk 7 - June 26th</td>
<td>128,578</td>
<td>90,489</td>
<td>-38,089</td>
<td>-10%</td>
</tr>
<tr>
<td>Wk 8 - July 3rd</td>
<td>153,361</td>
<td>75,848</td>
<td>-77,513</td>
<td>-41%</td>
</tr>
<tr>
<td>Wk 9 - July 10th</td>
<td>116,294</td>
<td>44,753</td>
<td>-71,541</td>
<td>-35%</td>
</tr>
<tr>
<td>Wk 10 - July 17th</td>
<td>121,559</td>
<td>46,584</td>
<td>-74,975</td>
<td>-63%</td>
</tr>
<tr>
<td>Wk 11 - July 24th</td>
<td>106,728</td>
<td>40,317</td>
<td>-66,411</td>
<td>-56%</td>
</tr>
<tr>
<td>Wk 12 - July 31st</td>
<td>100,737</td>
<td>33,883</td>
<td>-66,854</td>
<td>-60%</td>
</tr>
<tr>
<td>Wk 13 - Aug 7th</td>
<td>94,521</td>
<td>39,426</td>
<td>-55,095</td>
<td>-64%</td>
</tr>
<tr>
<td>Wk 14 - Aug 14th</td>
<td>73,144</td>
<td>35,923</td>
<td>-37,221</td>
<td>-46%</td>
</tr>
<tr>
<td>Wk 15 - Aug 21st</td>
<td>58,208</td>
<td>28,432</td>
<td>-29,776</td>
<td>-38%</td>
</tr>
<tr>
<td>Wk 16 - Aug 28th</td>
<td>41,913</td>
<td>57,731</td>
<td>15,818</td>
<td>-32%</td>
</tr>
<tr>
<td>Wk 17 - Sept 4th</td>
<td>36,700</td>
<td>26,502</td>
<td>-10,198</td>
<td>57%</td>
</tr>
<tr>
<td>Wk 18 - Sept 11th</td>
<td>20,696</td>
<td>6,651</td>
<td>-14,045</td>
<td>28%</td>
</tr>
<tr>
<td>Wk 19 - Sept 18th</td>
<td>14,057</td>
<td>14,057</td>
<td>0</td>
<td>53%</td>
</tr>
<tr>
<td>Total</td>
<td>1,541,223</td>
<td>1,092,596</td>
<td>448,627</td>
<td></td>
</tr>
<tr>
<td>Field Runs</td>
<td>243,000</td>
<td>306,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Grand Total</td>
<td>1,784,223</td>
<td>1,398,596</td>
<td>385,627</td>
<td></td>
</tr>
<tr>
<td>1/2 Bu. Per Acre</td>
<td>420</td>
<td>299</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Avg. # of Boxes – 866,466

2016 # of Boxes – 402,897

Lost Revenue = $6 million
2017 March Freeze

** Temperatures below 28° Fahrenheit will damage/kill blooms

“the $30 million night”
This is why crop insurance is important to me...
My Titan Family
We are eating healthier...

While the health fads and trends have come and gone (remember oat bran in the 1980s or low-fat everything in the 1990s?), this time the category appears to have serious stamina.

[https://www.forbes.com/sites/nancygagliardi/2015/02/18/consumers-want-healthy-foods-and-will-pay-more-for-them/#5501f97a79c5]
U.S. Consumption of Fruits and Vegetables

U.S. consumption of fruits and vegetables increased between 1970 and 2014

Percent of 2015-2020 Dietary Guidelines for Americans’ recommendations
### Fresh Fruits and Vegetables Consumption

#### Per Capita Consumption (lbs.)

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>All Fresh Fruit</td>
<td>88.4</td>
<td>92.0</td>
<td>101.2</td>
<td>110.5</td>
<td>116.1</td>
<td>31%</td>
</tr>
<tr>
<td>All Fresh Vegetables</td>
<td>113.0</td>
<td>147.1</td>
<td>174.5</td>
<td>169.8</td>
<td>145</td>
<td>28%</td>
</tr>
</tbody>
</table>
Imports rising fast

Most of the food I eat is imported!!!

Source: U.S. Department of Agriculture, Foreign Agricultural Service

Most of the food I eat is imported!!!

AHHHHH
Imports into the United States

Imported fruits and vegetables will have a huge impact on food safety given that an estimated 50% of these imported fruits and vegetables are currently in the U.S. food supply.

What about food security???
Border Inspections

The FDA conducts physical border inspections on only one to two percent of food imports each year.
Support Domestically Grown
Crop Insurance – Specialty Crops

We need a robust crop insurance program for all of agriculture!

- There are limited crop insurance options for specialty crops
- The industry should work with RMA to expand crop insurance programs for specialty crops.
  - Expand APH policies to more crops
  - Farm revenue policies need to be increased
Attacks to America’s Food Security

  - $250,000 Adjusted Gross Income test
  - $40,000 Cap on premium discounts
  - Public disclosure of crop insurance information

- Budget Cuts
# Crop Insurance Premium Discounts Program Crops (Row crops)

**Example: Orangeburg County, SC**

<table>
<thead>
<tr>
<th>Crop</th>
<th>Insurance Cost / Acre</th>
<th>Producer’s Cost / Acre</th>
<th>Premium Discount / Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>$50.90</td>
<td>$20.86</td>
<td>$30.04</td>
</tr>
<tr>
<td>Cotton</td>
<td>$50.01</td>
<td>$20.53</td>
<td>$29.48</td>
</tr>
<tr>
<td>Peanuts</td>
<td>$49.88</td>
<td>$17.05</td>
<td>$32.83</td>
</tr>
</tbody>
</table>
Crop Insurance Premium Discounts
Specialty Crops

Examples:
- Pepper: Hillsborough, FL
- Peaches: Edgefield, SC

<table>
<thead>
<tr>
<th>Crop</th>
<th>Insurance Cost / Acre</th>
<th>Producer’s Cost / Acre</th>
<th>Premium Discount / Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peaches</td>
<td>$1,765.30</td>
<td>$723.77</td>
<td>$1,041.53</td>
</tr>
<tr>
<td>Pepper</td>
<td>$822.60</td>
<td>$337.26</td>
<td>$485.34</td>
</tr>
</tbody>
</table>

With 70% Coverage
### $40,000 Premium Discount Cap

**Row Crops**

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres insured w/ proposed cap</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>1,331</td>
</tr>
<tr>
<td>Cotton</td>
<td>1,353</td>
</tr>
<tr>
<td>Peanuts</td>
<td>1,218</td>
</tr>
</tbody>
</table>

**Specialty Crops**

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres insured w/ proposed cap</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pepper</td>
<td>82</td>
</tr>
<tr>
<td>Peaches</td>
<td>38</td>
</tr>
</tbody>
</table>
What you can do?

• Expand crop insurance to get greater participation
  – Helping controlling costs

• Continue making Congress aware of the benefits of crop insurance
  – Economic growth
  – Food safety
  – National security
Thank You!