



Quality First

TITAN

FARMS

Crop Insurance in the United States

5 R.W. DuBose Road
Ridge Spring, South Carolina 29129

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



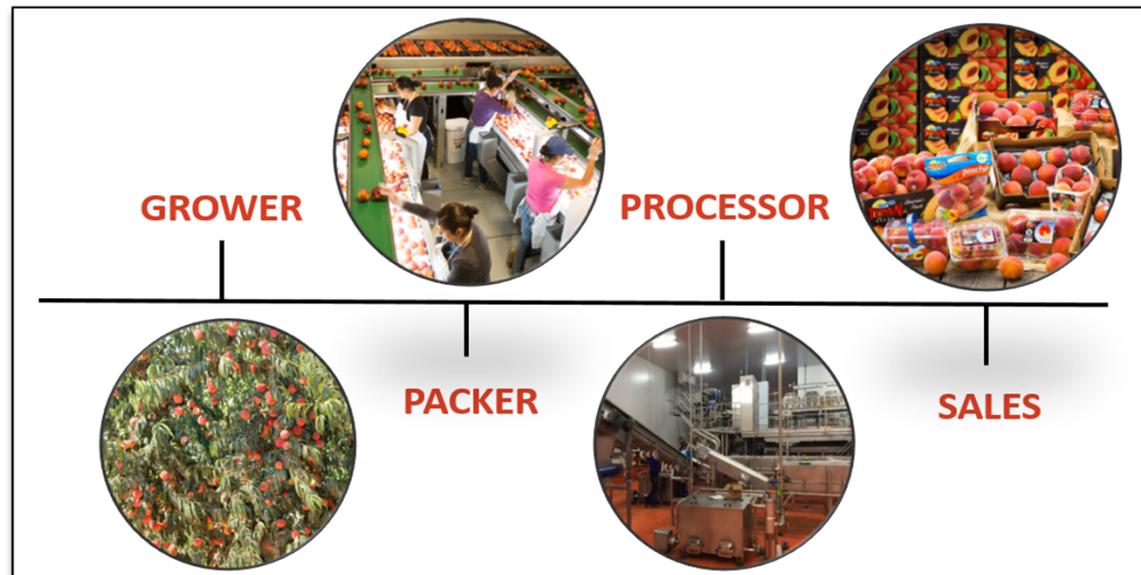
Bell Peppers – 600 acres



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



Broccoli

May 1st – June 10th
Oct. 10th – Dec. 20th



Peaches

March 15th – Sept. 15th



Bell Pepper

June 10th – July 30th
Sept. 15th – Nov. 15th



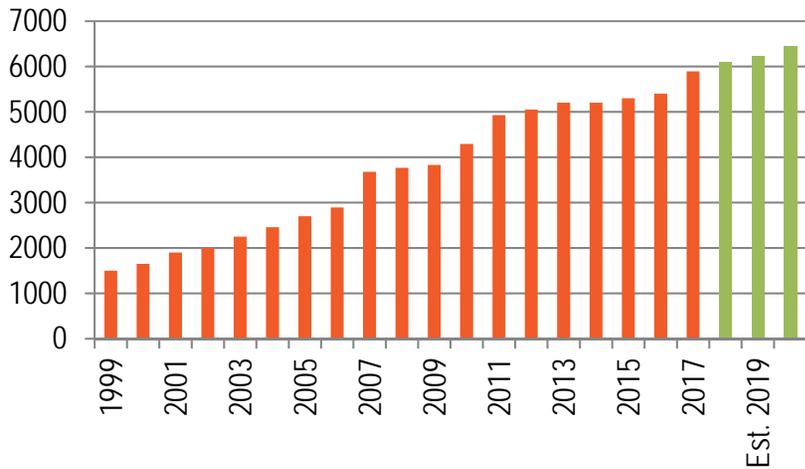
Eggplant

June 10th – July 30th
Sept. 15th – Nov. 15th

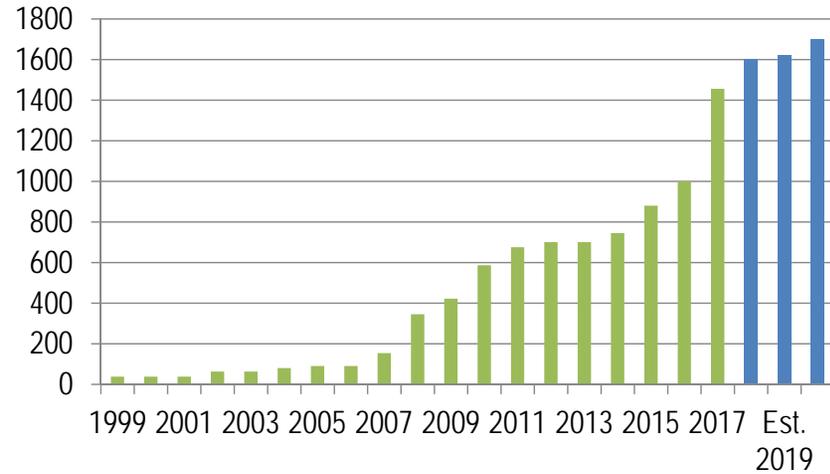


Titan Farms - Peach & Vegetable Acreage

Peach Acreage



Vegetable Acreage



Titan Farms Shipping Season

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
			Peach		Peach							
						Green Pepper			Green Pepper			
					Broccoli					Broccoli		



Secure Legal Labor Force (H-2A)



Secure legal labor force fosters unity within our farming family

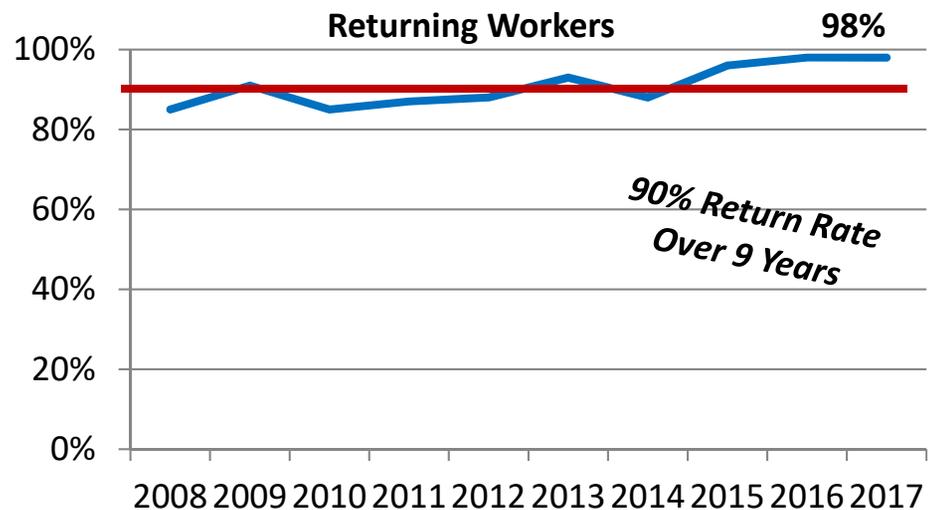
- One of Nation's largest H-2A Private Employers crossing 750+ workers annually
- Participating in program for 19 years
- 97% retention rate among employees



Titan H-2A Workers (1999 – 2018)



Percentage of Returning Workers



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

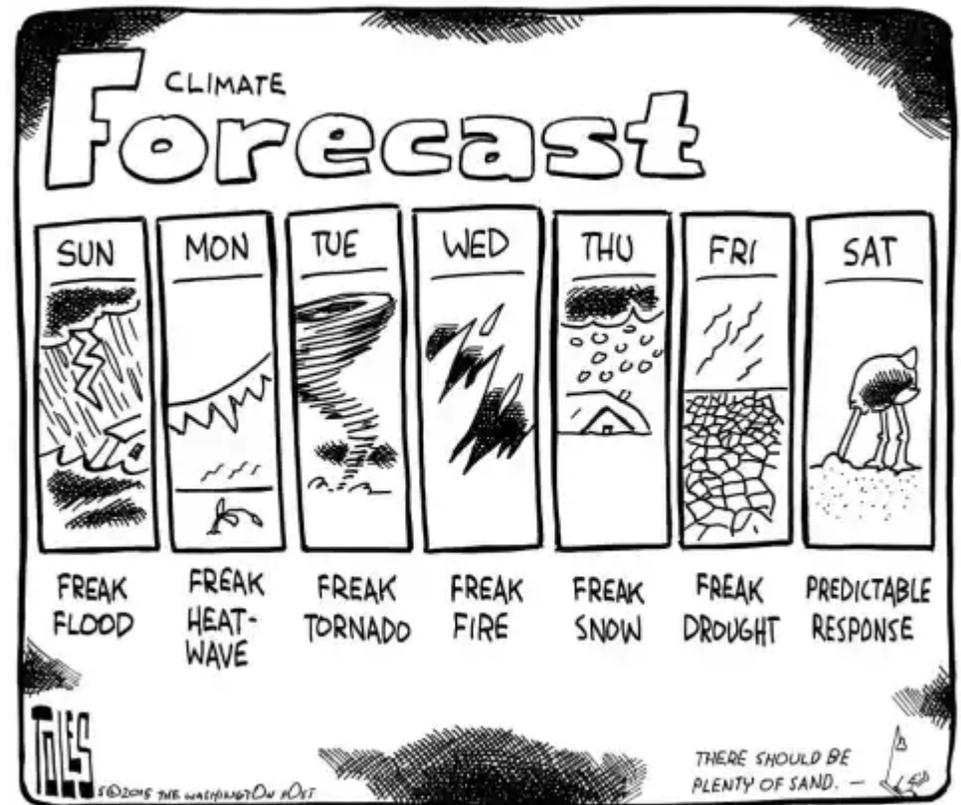
- Storm of the century
 - 18 inches in 1 day
 - 24 inches over 6 days

2016

- Mild winter
 - Record low chill hours
- Hurricane Matthew
 - Fall crop

2017

- Major late season freeze



2015 Storm of the Century



*Fall Pepper:
60% Crop Loss*

*Fall Broccoli:
40% Crop Loss*



**Over
\$3 million in
lost revenue
for fall crops**



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*



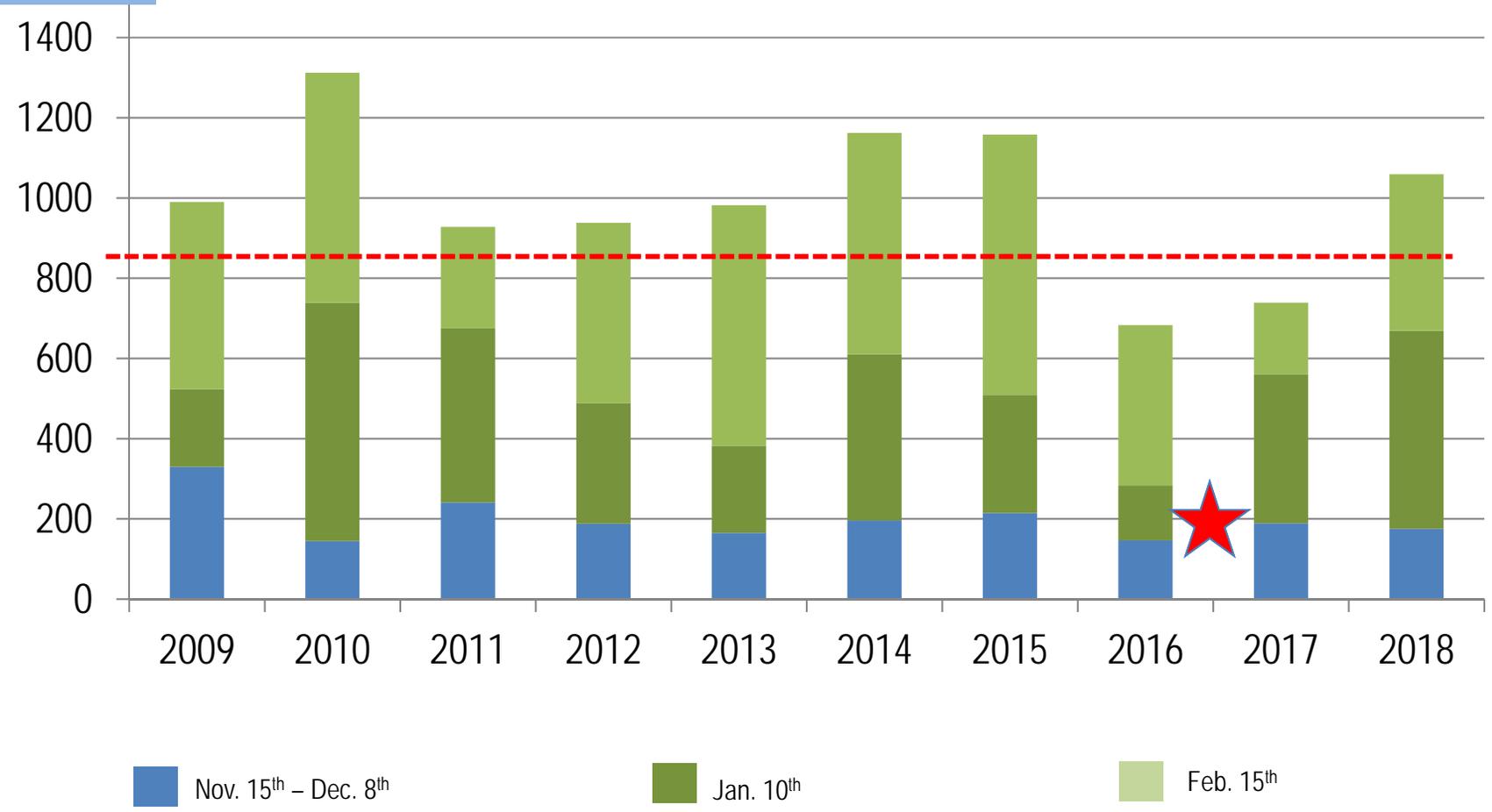
- Huge Quality Issues – Record Low
 - Area's non-harvestable



Historical Chill Hours

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

Chill Hours



2016 Weekly vs. Historical



2016 Week	6 Year Average For Similar Weeks	2016 #1 Boxes - 25lb Box Eq Pack 4,684 Acres	Difference	% Difference Between 2015 and 6 year Average
Wk 1 - May 15th	50,133	67,199	17,066	34%
Wk 2 - May 22th	67,080	75,581	8,501	0%
Wk 3 - May 29th	78,246	80,381	2,135	-3%
Wk 4 - June 5th	75,842	76,131	289	6%
Wk 5 - June 12th	82,848	151,531	68,683	-8%
Wk 6 - June 19th	115,472	115,234	-238	31%
Wk 7 - June 26th	128,578	90,489	-38,089	-10%
Wk 8 - July 3rd	153,361	75,848	-77,513	-41%
Wk 9 - July 10th	116,294	44,753	-71,541	-35%
Wk 10 - July 17th	121,559	46,584	-74,975	-63%
Wk 11 - July 24th	106,728	40,317	-66,411	-56%
Wk 12 - July 31st	100,737	33,883	-66,854	-60%
Wk 13 - Aug 7rd	94,521	39,426	-55,095	-64%
Wk 14 - Aug 14th	73,144	35,923	-37,221	-46%
Wk 15 - Aug 21st	58,208	28,432	-29,776	-38%
Wk 16 - Aug 28th	41,913	57,731	15,818	-32%
Wk 17 - Sept 4th	36,700	26,502	-10,198	57%
Wk 18 - Sept 11th	20,696	6,651	-14,045	28%
Wk 19 - Sept 18th	14,057		-14,057	-53%
	8,105		-8,105	-100%
Total	1,544,223	1,092,596		
Field Runs	243,000	306,000		
Grand Total	1,728,981	1,398,596		
1/2 Bu. Per Acre	420	299		



Avg. # of Boxes – 866,466

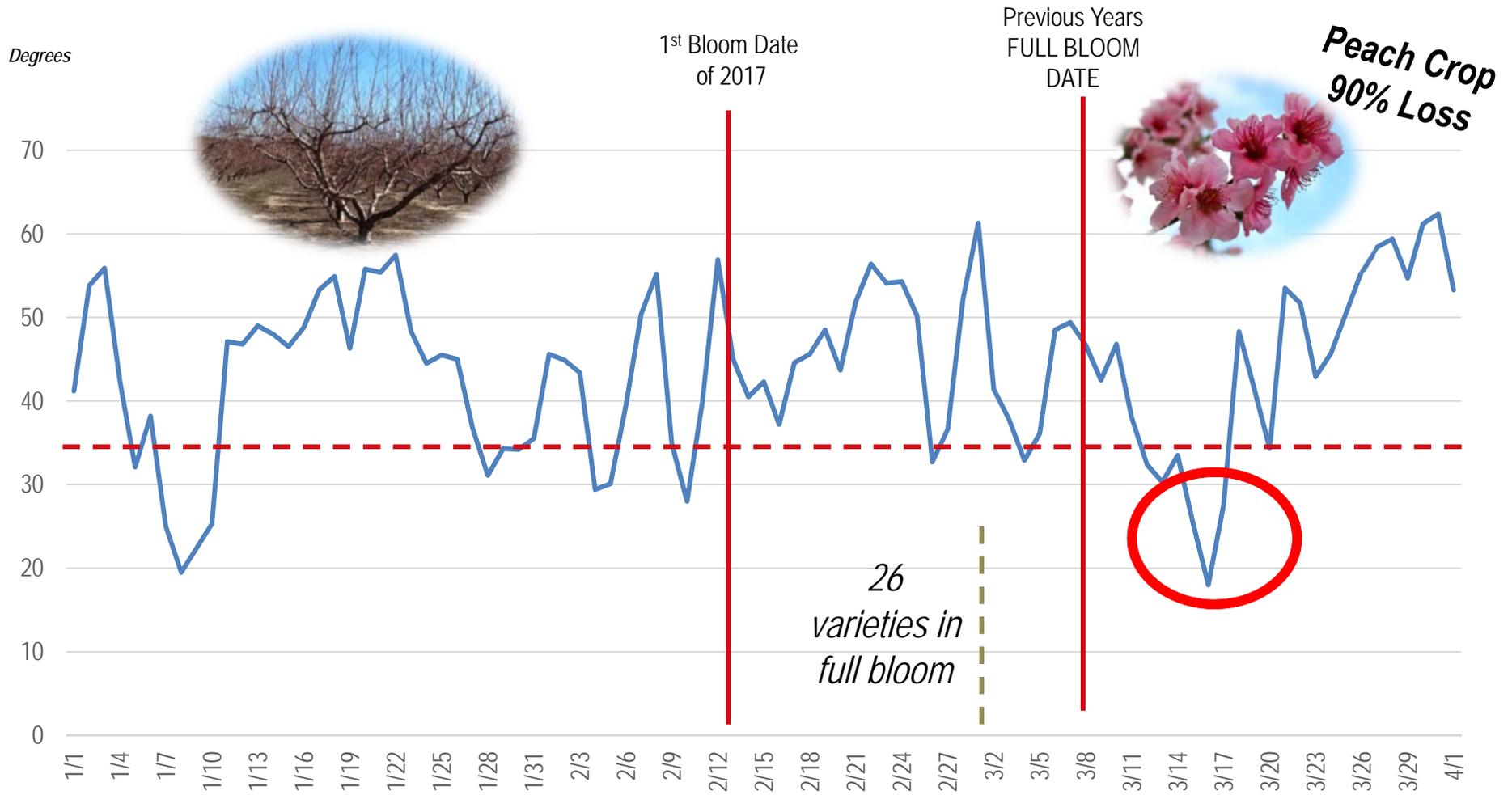
2016 # of Boxes – 402,897

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.

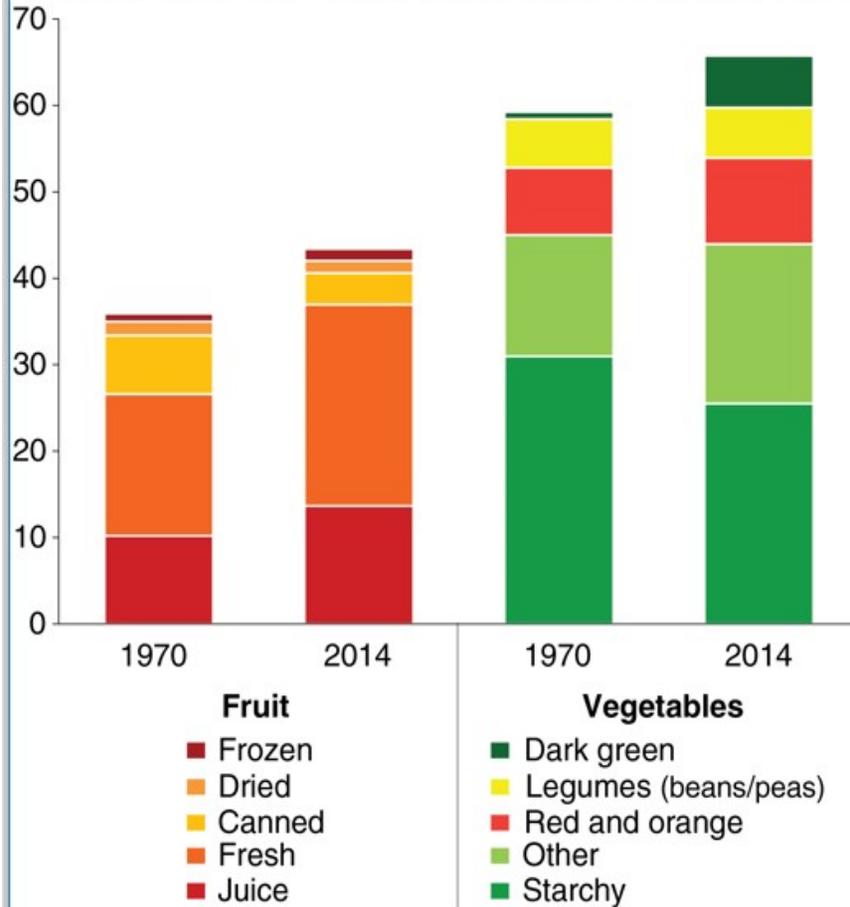


U.S. Consumption of Fruits and Vegetables



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.)

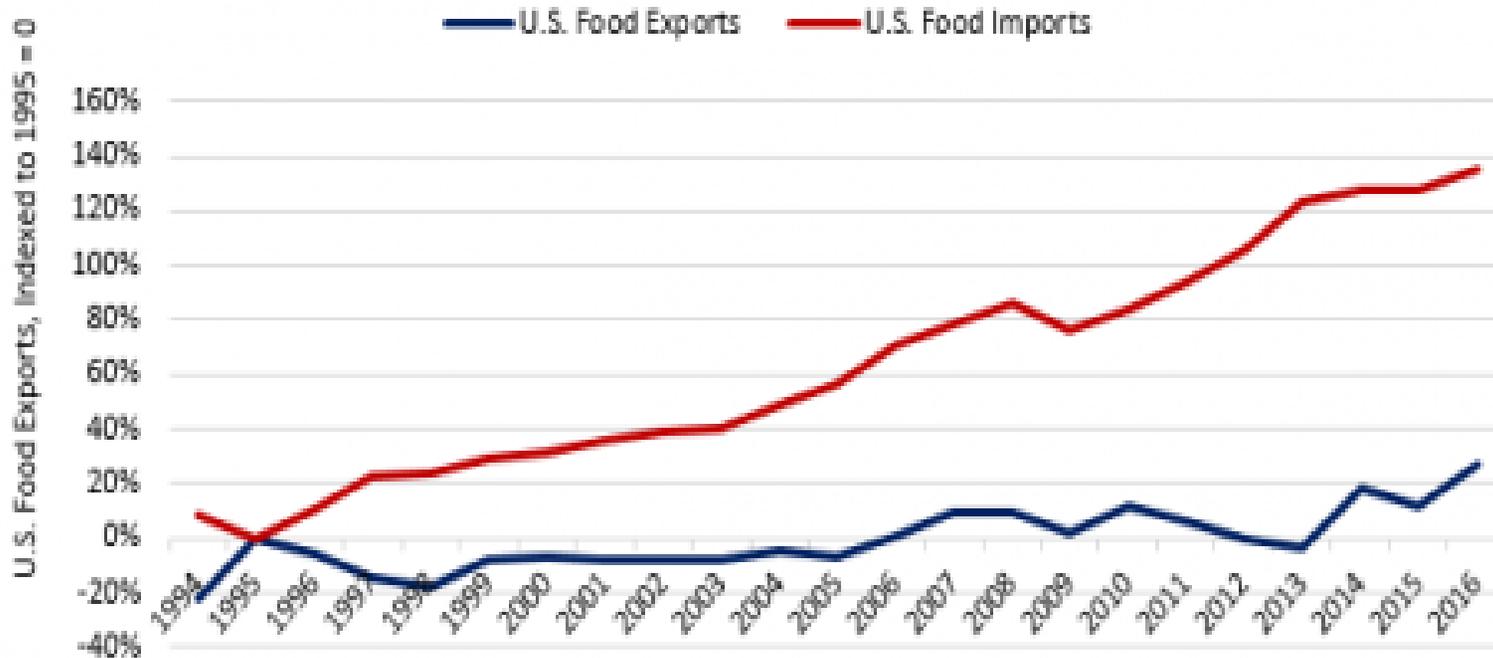
	1980	1990	2000	2013	2016	% Change
All Fresh Fruit	88.4	92.0	101.2	110.5	116.1	31%
All Fresh Vegetables	113.0	147.1	174.5	169.8	145	28%



Imports rising fast



U.S. Food Imports Rising Faster than Food Exports (relative to 1995)



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.

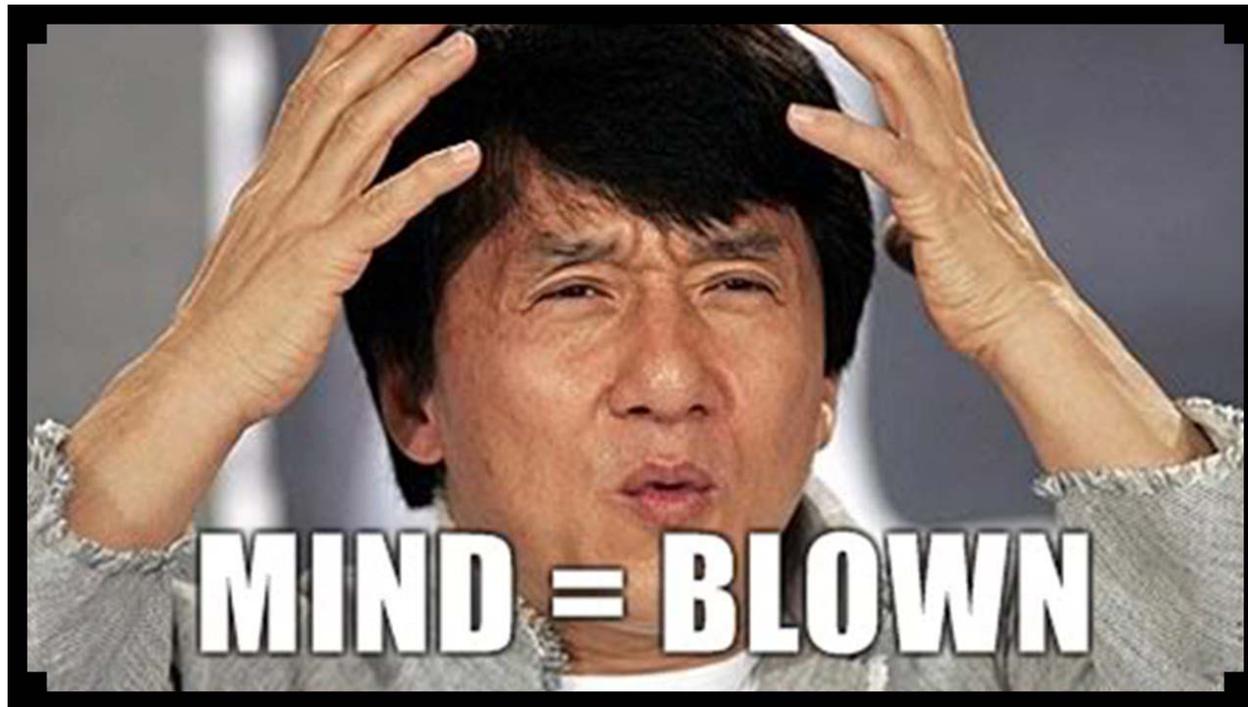


What about food security???

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



- "Poison Pills" – Rep. Kind "Affirm" Bill
 - \$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

Crop	Insurance Cost / Acre	Producer's Cost / Acre	Premium Discount / Acre
Corn	\$50.90	\$20.86	\$30.04
Cotton	\$50.01	\$20.53	\$29.48
Peanuts	\$49.88	\$17.05	\$32.83

**With
70%
Coverage**



Crop Insurance Premium Discounts



Specialty Crops

Examples:

Pepper: Hillsborough, FL

Peaches: Edgefield, SC

Crop	Insurance Cost / Acre	Producer's Cost / Acre	Premium Discount / Acre
Peaches	\$1,765.30	\$723.77	\$1,041.53
Pepper	\$822.60	\$337.26	\$485.34

With
70%
Coverage





\$40,000 Premium Discount Cap

Row Crops

Crop	Acres insured w/ proposed cap
Corn	1,331
Cotton	1,353
Peanuts	1,218



Crop	Acres insured w/ proposed cap
Pepper	82
Peaches	38

Specialty Crops

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



CROP INSURANCE
Keeps America Growing



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Thank You!