As we work to keep New Jersey's agricultural industry strong and individual farm operations profitable, it is important that all farmers make risk management and crop insurance top considerations in their business planning.”

Charles M. Kuperus, New Jersey Secretary of Agriculture

Cook College and the New Jersey Agricultural Experiment Station are pleased to join forces with the New Jersey Department of Agriculture and the USDA Risk Management Agency in providing educational programming in the areas of risk management and crop insurance. In light of recent drought conditions and fluctuating market prices, crop insurance will play a vital role in the management scheme of New Jersey producers. The leadership of Dave Lee and the innovative programs he has developed has made the difference between survival and failure of many growers in the Garden State.

Dr. Adesoji O. Adelaja, Executive Director Cook College, Executive Director New Jersey Agricultural Experiment Station

Risk management and crop insurance play a vital role in stabilizing the farm economy in New Jersey.”

Larry N. Atkinson, Risk Management Agency Regional Office Director

Updated Disaster Information

According to the New Jersey Farm Services Agency, 19 counties in NJ have been declared disaster areas by the USDA and are eligible for Emergency Loans. Complete information and loan applications are available from your local FSA office through June 17, 2003. See the last page of this newsletter for a complete list of NJ FSA offices.

In This Issue

♦ Crop Insurance Closing Dates
♦ Farm Bill News
♦ Farm Service Agency Directory
♦ Insurance Agent Directory
♦ Meeting Participation Schedule
♦ NJ Disaster Information
♦ Risk Management Education for Targeted NJ Producers
**Crop Insurance Agents Licensed to Sell in NJ**

- **Peter Hart**  
  935 Farnsworth Ave.  
  Bordentown, NJ 08505  
  (609) 298-5488

- **Dennis Grundel**  
  4932 Zinnia Ave.  
  Saint Ansgar, IA 50472  
  (641) 713-4711

- **Karen Bodley**  
  4017 Texas Rd.  
  Wellsville, KS 66092  
  (913) 323-5746

- **John Chapman, Jr.**  
  2490 W. Shaw Ave.  
  Fresno, CA 93711  
  (509) 786-1525

- **Carolyn Gallagher**  
  33 2nd St.  
  Elmer, NJ 08318  
  (856) 358-8161

- **Matthew Durussle**  
  438 N. Hough St.  
  Barrington, IL 60010  
  (989) 648-4618

- **Matthew Durussle**  
  2029 S. Finn Rd.  
  Munger, MI 48747  
  (517) 659-2112

- **Bernard Hawkins**  
  Route 11  
  Northumberland, PA 17857  
  (570) 473-8125

- **Stacey Hazard**  
  7 Maple Ave.  
  Flemington, NJ 08822  
  (908) 788-9080

- **Kenneth Eriksen**  
  438 N. Hough St.  
  Barrington, IL 60010  
  (815) 338-1918

- **Charles Gore**  
  113 W. Smith St.  
  Whiteville, NC 28472  
  (910) 642-2694

- **James Belfield**  
  9601 January Court  
  Richmond, VA 23233  
  (804) 762-9974

- **Grace Wheeler**  
  151 Bridgeton Rd.  
  Mullica Hill, NJ 08062  
  (515) 679-4221

- **Marilyn Schwasta**  
  1 Horticultural Lane  
  Edwardsville, IL 62025  
  (618) 656-4240

- **Jeremy Forrett**  
  53 Nelson St.  
  Cazenovia, NY 13035  
  (913) 323-5728

- **Robert Weller**  
  9601 January Court  
  Richmond, VA 23233  
  (804) 762-9974

- **Daniel McCarty**  
  Rd. 1, Box 55  
  Millville, NJ 17846  
  (913) 323-5728

- **Alan Petersen**  
  10421 Sagamore Rd.  
  Leawood, KS 66206  
  (913) 323-5746

- **Dale Sweetland**  
  8305 Route 80  
  Fabius, NY 13063  
  (913) 323-5728

- **Dean Benson**  
  803 Main St.  
  Prosser, WA 99350  
  (509) 248-7460

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**2002 Farm Bill News**

- The Direct and Counter-Cyclical Payment Program (DCP) replaces the Production Flexibility Contact (PFC) in the new farm bill. Producers need to sign up for this new program for 2002 and 2003 beginning October 1, 2002 though the closing date of June 2, 2003. Current PFC participants should have already received letters with a summary of 1998 through 2001 covered commodities. Please contact your local FSA office (see page 4 for phone numbers and addresses) if you have not received your letter or if information is incorrect. Eligible base and yield changes must be made by April 1, 2003 and will be applicable for the upcoming six years. Your FSA office has complete requirements for base and yield changes.

- The Dairy Options Pilot Program will end in December 2002 under the new farm bill.

- See your local USDA Service Center or visit the USDA web site for the most up to date information.

**Risk Management Education for Targeted New Jersey Producers**

Rutgers Cooperative Extension of Salem County, the USDA Risk Management Agency, the NJ Department of Agriculture will partner together this year to identify those producers not benefiting from risk management tools and practices. Producers not taking advantage of the many local, state, and federal services and programs may include limited resource farmers, women or widows as sole proprietors, farm wives in general, minorities, recent arrivers to the US, and new farmers. With their input the project will develop both an *Agricultural Resource Guide* and a *Risk Management Workbook*. The Agricultural Resource Guide will contain a variety of information sources to assist those producers for whom agricultural information has not always been immediately available. The Risk Management Workbook will address all the sources of agricultural risk and offer a variety of hands-on tools to minimize risk. Workshops to introduce the new curriculum will be conducted throughout the state next year pending further funding availability. If you feel that this program could enhance your farming situation and/or you would like to be involved in focus groups to explore the risk management needs of farmers like yourself, please contact Coleen McGarrity of Rutgers Cooperative Extension of Salem County at 856-769-0090.

**Livestock Compensation Program**

New Jersey has received primary disaster designation due to drought. Compensation is available for producers who own beef cows, dairy cows, stockers, buffalo, beefalo, sheep and goats. Signup began October 1, 2002 (see your local FSA office) for animals owned as of June 1, 2002 and maintained for 90 days before and after.

- Beef cows $18.00/head
- Dairy cows $31.50/head
- Stockers $13.50/head
- Buffalo/Beefalo $18.00/head
- Sheep/Goats $4.50/head

This payment is considered income by the Internal Revenue Service. Remember to include it on the appropriate tax documents.

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**Policy Closing Dates**

- **November 20, 2002**
  - Apples
  - Peaches
  - Blueberries
  - Cranberries

- **December 31, 2002**
  - Potatoes

- **January 31, 2003**
  - Adjusted Gross Revenue

- **March 15, 2003**
  - Corn
  - Fresh Market Sweet Corn
  - Processing Beans
  - Processing Tomatoes
  - Soybeans
  - Winter Squash
  - Oats (spring)

- **May 31, 2003**
  - Nursery
For More Information Contact

Rutgers Cooperative Extension of Salem County

David Lee
Agricultural Agent

Kim Linonis
Program Associate

51 Cheney Rd, Suite 1
Woodstown, New Jersey 08098
(856) 769-0090
(856) 769-1439 FAX

http://salem.rutgers.edu/cropinsurance
linonis@aesop.rutgers.edu

Watch For Us

We will have displays and additional information at the following conventions and meetings

• November 13-14, 2002 – New Jersey Farm Bureau Convention, Bergen County, NJ
• January 14-16, 2003 – New Jersey Vegetable Growers Meeting, Atlantic City, NJ
• January 28, 2003 – New Jersey Department of Agriculture Conference
• January 29-30, 2003 – New Jersey Nursery & Landscape Meeting, Somerset, NJ

New Jersey Farm Service Agency Offices

Atlantic, Cape May, and Cumberland counties:
(856) 205-1225
Burlington, Camden, and Ocean counties:
(609) 267-1639
Bergen, Essex, Passaic, Warren, Morris, and Sussex counties:
(908) 852-2576
Hunterdon, Somerset, and Union counties:
(908) 782-4614
Monmouth, Middlesex, and Mercer counties:
(732) 462-0075
Salem and Gloucester counties:
(856) 769-1126

http://www.fsa.usda.gov/nj/