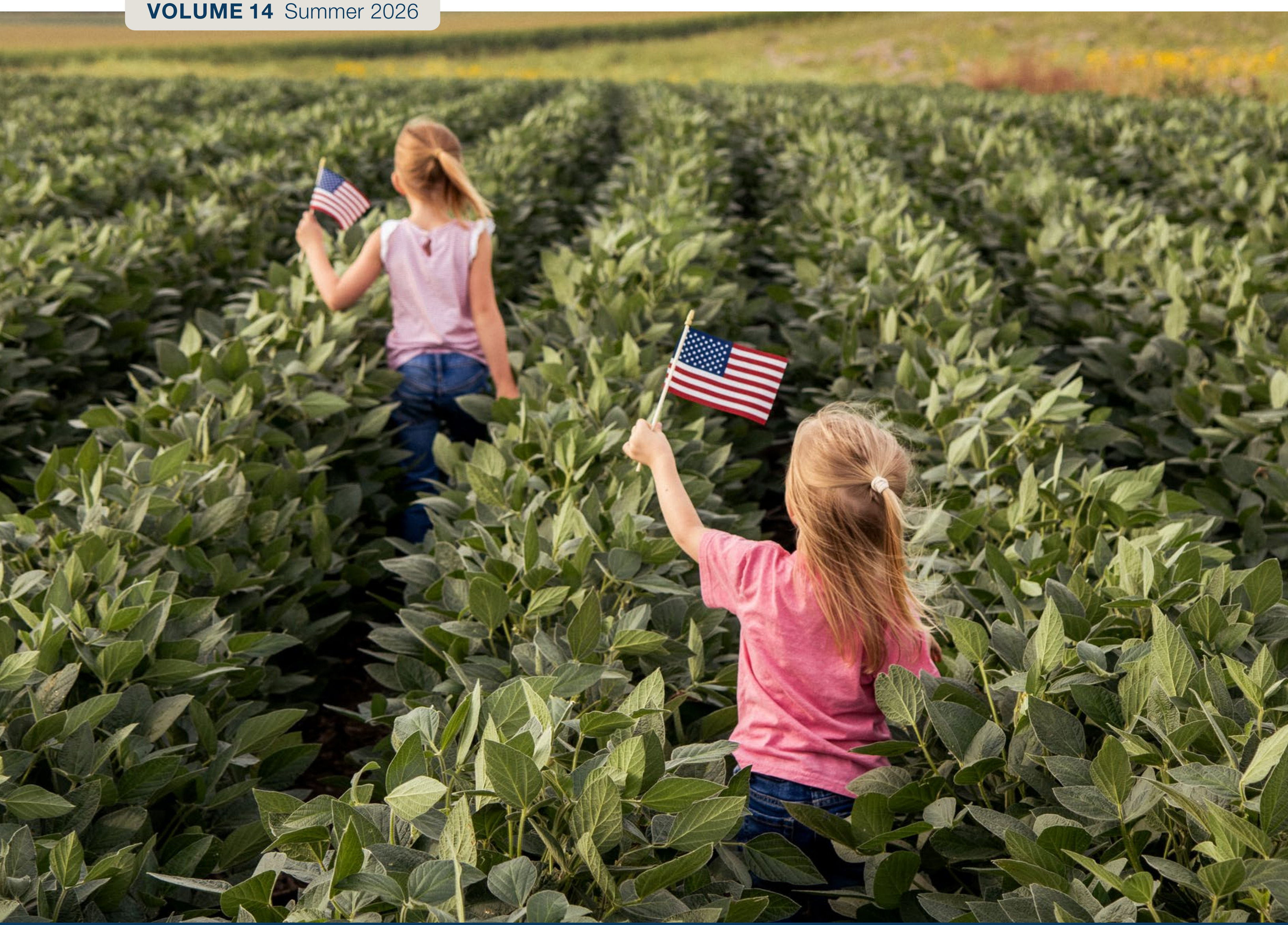
GrAIN

Great American Insurance Newsletter

Great American Insurance Group | Crop Division

VOLUME 14 Summer 2026



Highlights in This Issue

Great American remains committed to providing agents and growers with the tools, resources and service they need to navigate whatever the season may bring.

DALE PERRY

Letter From the President

As we move through the heart of the 2026 growing season, the outlook across farm country reflects both opportunity and uncertainty. Recent satellite-based crop assessments indicate that U.S. corn and soybean crops currently hold near-trend yield potential, with many areas benefiting from timely rainfall and favorable crop development. At the same time, portions of the Western Corn Belt continue to face dryness concerns, reminding us that the weeks ahead will be critical as corn moves through pollination and soybeans enter pod-setting and fill.

Agriculture has always been an industry shaped by changing conditions, and this season is no exception. Success often comes down to preparation, adaptability and access to reliable information. That is why Great American remains committed to providing agents and growers with the tools, resources and service they need to navigate whatever the season may bring.

In this issue of GrAIN, you'll find several examples of how we continue investing in that commitment. From practical guidance during inspection season to helping insureds receive claim payments more efficiently through Electronic Funds Transfer (EFT), our goal is to simplify processes and improve the customer experience. You'll also find updates on enhancements to GreatAg Mobile® and GreatAg Quote360℠, both of which are designed to make it easier for agents to serve growers wherever business takes them. Great American remains focused on delivering technology solutions that support better communication, stronger decision-making and greater efficiency across our agency network.

Of course, technology alone is not what sets Great American apart. The expertise, dedication and integrity of our employees and agency allies remain our greatest strengths. The employee spotlights featured in this issue highlight the experience and commitment that continue to define our organization and support the growers who depend on us each season.

As we look ahead to the remainder of the growing season, I want to thank you for the confidence you place in Great American. As the only American-owned Approved Insurance Provider among the top five multi-peril crop insurance writers, we take pride in our financial strength, long-term stability and commitment to delivering responsive customer service to the agents and growers we serve. We look forward to working alongside you through the remainder of the season and continuing to earn your trust every step of the way.

Dale Perry

We take pride in our financial strength, long-term stability and commitment to delivering responsive customer service to the agents and growers we serve.

American Owned℠

Inspection Season: What Agents Should Know

As we head into inspection season, a little preparation on the front end can go a long way in helping to keep things running smoothly for your insureds and the claims team.

Start With Stored Production

If your insured still has grain from a prior year in storage, it's important to have that production measured and clearly identified before new crop is added. Taking care of this early helps avoid complications later and ensures current-year production is accounted for accurately if a claim arises.

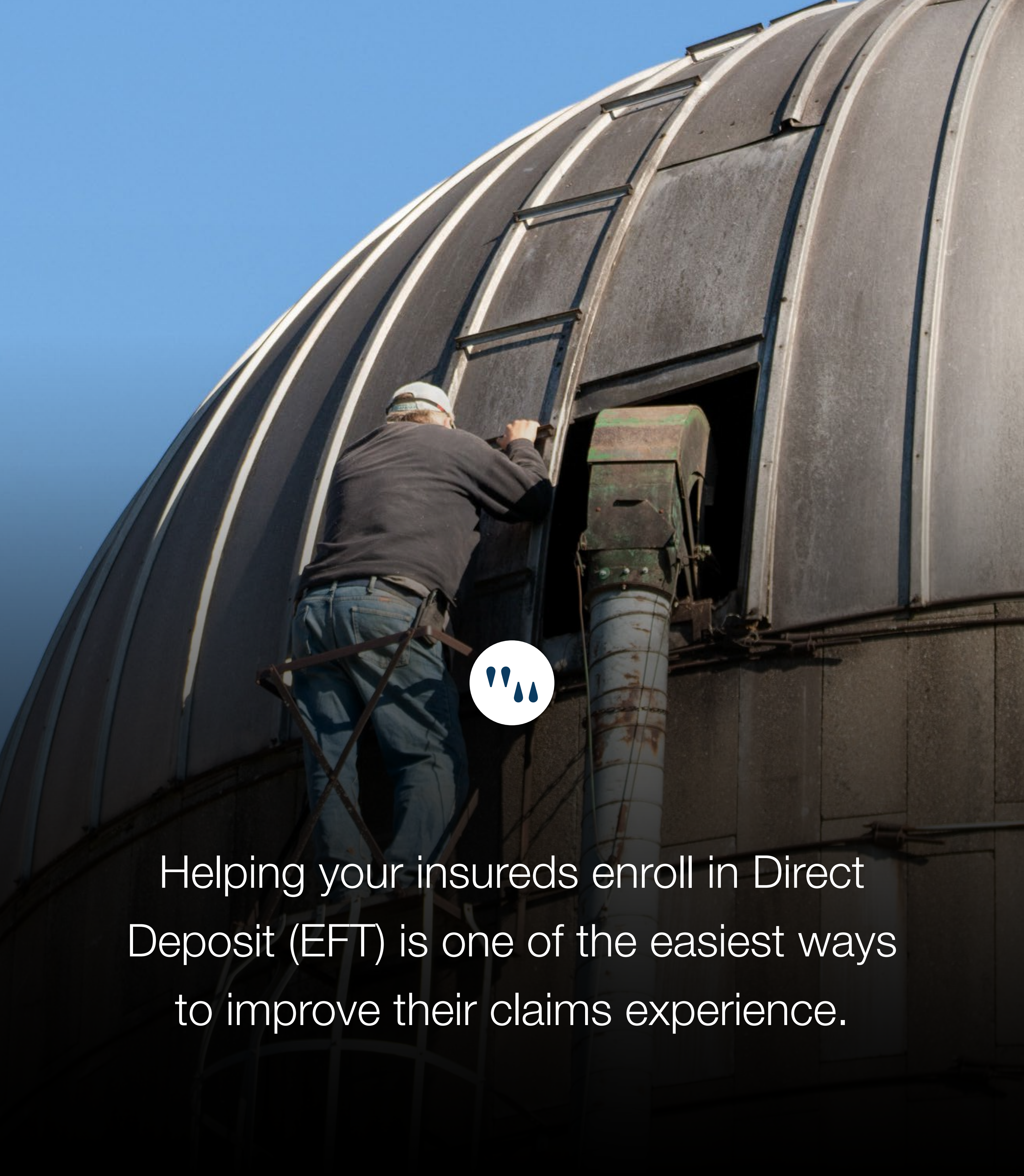
Silage Season is Right Around the Corner

Choppers will be rolling before we know it, and when it comes to silage claims, timing is everything. You can play a key role in setting your insured—and the adjuster—up for success by providing detailed contact notes, including:

- **Planned chop date**
- **Estimated acres**
- **Best contact information**
- **Any additional details that may impact scheduling or access**

This information helps adjusters efficiently plan appraisal routes and respond quickly, ensuring your insureds receive timely service—a win for everyone involved.

The GAIC claims team is ready to support you every step of the way. We appreciate the trust you place in us and look forward to working together throughout the season.



Helping your insureds enroll in Direct Deposit (EFT) is one of the easiest ways to improve their claims experience.

Get Covered Claim Payments Faster: EFT (Direct Deposit) FAQ

Q What is EFT?

A EFT (Electronic Funds Transfer) is direct deposit for claim payments. Funds go straight to the insured's bank account with no paper check or mailing required that can slow the process.

Q Why Should I Encourage EFT?

A It's one of the easiest ways to help improve the claims experience for your growers.

- EFT facilitates faster payments by eliminating mail time.
- It's a more reliable process without the fear of lost or delayed mail.
- It's more convenient for growers, reducing trips to the bank or the need to manually deposit funds.
- Promotes visibility with email confirmation once the deposit takes place.

Q How Fast are EFT Payments?

A They are faster than checks because there's no mailing delay. Deposits are made once payment is processed, with funds generally available within 2-3 business days.

Helping your insureds enroll in Direct Deposit (EFT) is one of the easiest ways to improve their claims experience. Timely payments, fewer delays and added security all make this a simple win—for you and your growers.

Q Is EFT Secure?

A Yes—EFT is a secure and widely used payment method. Paper checks carry real risks—such as mail theft, check washing, forged signatures and even counterfeit copies made from stolen account information.

Direct Deposit (EFT) eliminates these vulnerabilities by sending funds securely and directly to the insured's bank account.

Q How Will Insureds Know They've Been Paid?

A They'll have clear confirmation with an email notification the day the deposit is made. During the claims process, they'll also receive a proof of loss with their claim details.

Q How do Insureds Sign Up?

A It's a simple, one-time setup that can be done securely via GreatAmericanCrop.com. From the home page, navigate to the "Resources" drop-down, then select "Direct Deposit Sign Up" to access the form. A single EFT form submission covers all policies tied to the insured's GreatAg account number. Once enrolled, claim payments are automatically deposited going forward.

Q How are Assignment of Indemnities Handled With EFT?

A It's simple—insureds complete the Assignment of Indemnity form and have it authorized by the assignee. Once on file, payments follow the assignment just as they would with a check.

Q What if My Insured has Further Questions?

A Your growers can reach out to the Great American accounting team at 888-410-0468.

Q Where do I Start?

A The EFT Dashboard Listing in GreatAg is a valuable resource to easily see which of your insureds have signed up for Electronic Funds Transfer. To access, navigate to the Agency Dashboard, select "Client Statistics", then "EFT Usage". This report can be exported to Excel for easy reference.

GreatAg® Mobile Refresh Coming Fall 2026

A Smarter, More Intuitive Experience for Agents

A Familiar Feel, Built for Efficiency

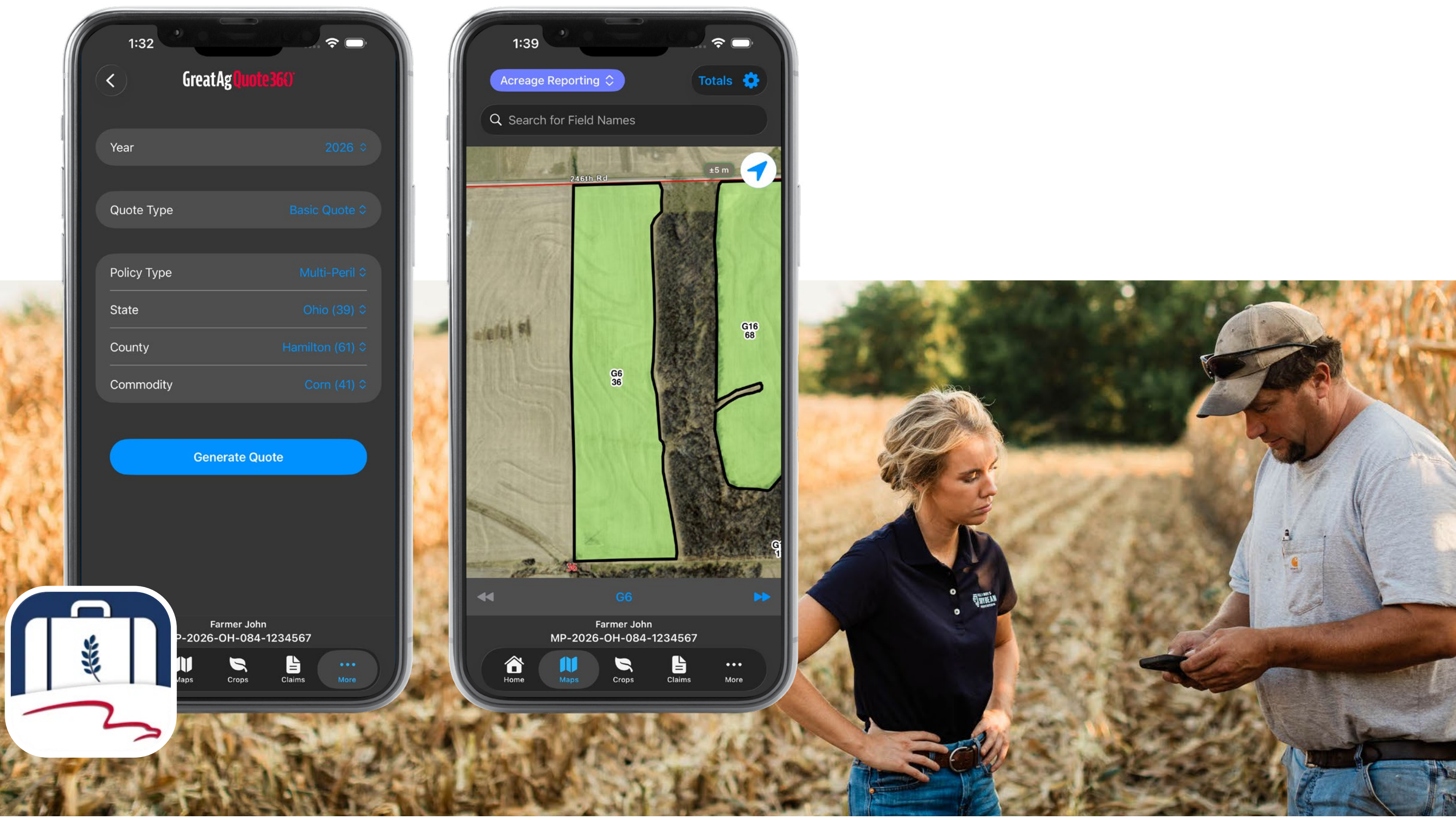
At the core of the refresh is a redesigned user interface that closely mirrors the experience of the Grower Mobile app. This isn't just a visual update—it's a deliberate move toward consistency across platforms, making it easier for agents and growers to align, collaborate and navigate with confidence.

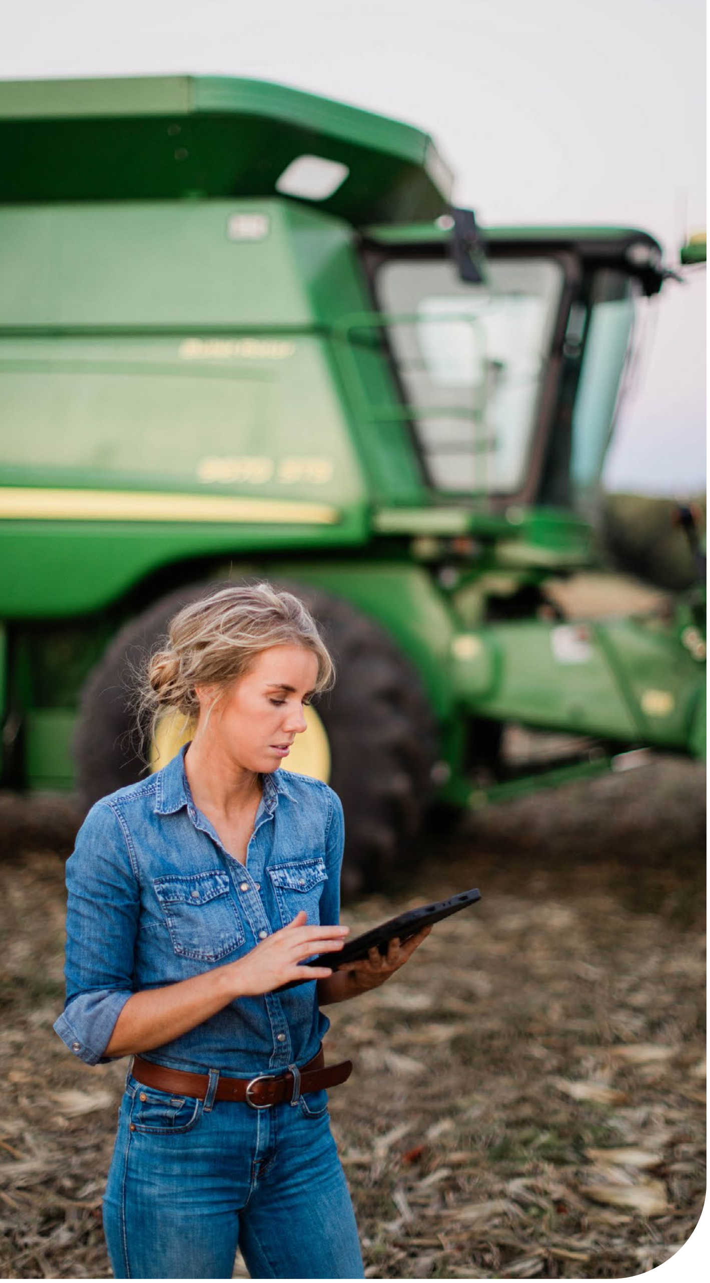
The updated layout emphasizes simplicity and usability. Streamlined navigation, improved screen flow and a more modern design will allow you to move quickly between key tasks—whether you're working in the office or out in the field.

GreatAg Quote360, Now in Your Pocket

One of the most significant additions is the integration of Quote360 directly into GreatAg Mobile. Agents will be able to quote on the go with access to MPCI, Crop Hail and Livestock quoting.

Bringing Quote360 into the mobile environment means greater flexibility—allowing you to respond faster to opportunities, run quotes in real time and better serve your growers without needing to return to a desktop.





Expanding Mobile Capability: iPhone Acreage Reporting

The refresh also introduces a revamped acreage reporting and mapping interface that closely follows the Grower Mobile experience. Moving away from traditional grid-style entry, the new design is map-driven, allowing for a more visual and intuitive way to view and report acres.

For the first time, acreage reporting functionality will be fully accessible on iPhone devices—a major expansion from previous limitations. This enhancement ensures agents can truly manage reporting tasks anytime, anywhere.

What This Means for You

This refresh is all about empowering agents—giving you faster tools, better visibility and a more seamless experience across devices. By combining familiar design with expanded capabilities, GreatAg Mobile will continue to strengthen your ability to serve growers efficiently while staying in control of policy accuracy and submissions.

As we move closer to launch, additional resources, training materials and sneak peeks will be shared to help you hit the ground running.

As we look ahead to the fall, an exciting update is on the horizon for one of your most important tools—GreatAg® Mobile. Designed with the agent in mind, this upcoming refresh brings a cleaner, more intuitive user experience while introducing powerful new functionality to streamline your workflow in the field.

Quote Faster Today. Work Smarter Tomorrow with GreatAg Quote360

Jill Jansen, Business Development Director, Peoria

If you spent time in GreatAg Quote360 during the 2026 sales season, you've likely noticed the difference right away - built to be fast, simple and easy to use. That was the goal from the start: a quoting tool that lets you get in, get what you need and move on. The focus has been "simple in, simple out and wicked fast," and that's exactly how it performs.

Adoption and feedback have been strong. Agents are consistently pointing to the same benefits - it's quicker to generate quotes, easier to navigate and more intuitive than legacy tools. In many cases, it's becoming the go-to option for day-to-day quoting because it removes friction and helps move conversations forward faster. That efficiency matters, especially during busy quoting periods when every minute counts.

Save, Revisit and Compare Quotes Without Starting Over

For 2027, our focus is to build on that foundation without losing what's working. Speed and ease of use remain top priorities, but the next step is adding functionality to improve efficiency without adding complexity.

The biggest enhancement we've made is save functionality, which directly addresses one of the most common pain points we've heard from agents. With the new save capability, you can save your quote inputs and return to the quote later without re-keying information. Additionally, you can create multiple versions of a quote, making it much easier to compare different scenarios like changes in coverage, structure or share. Saved quotes can be named and organized, so they're easy to find and reuse; and the workflow is being designed so you can pick up right where you left off.

Importantly, the system saves your inputs rather than static results. That means when you reopen a quote, it will reflect current data when you re-run it, helping to ensure accuracy and flexibility while not sacrificing speed. This approach has been a key part of the design conversations and aligns with how agents actually work through quotes over time.

This enhancement is a direct response to field feedback and has quickly become a top priority because of the efficiency it unlocks. Being able to save and revisit quotes reduces rework, speeds up decision-making and allows for more meaningful conversations with growers.

More Crops, Tools and Insights on the Way for 2027

Beyond save functionality, development is continuing in other areas to improve usability and workflow. Current priorities include adding support for crops and plans not available in GreatAg Quote360 for 2026, based on contract change dates. Additional enhancements will expand quoting capabilities through prior-year lookback, comparison tools and historical analysis. Each update is designed to make the tool more capable without sacrificing speed.

GreatAg Quote360 delivered significant value in 2026 by helping agents quote faster and more efficiently. As we move toward the 2027 crop year, the goal is to keep that momentum going, maintaining the speed and simplicity agents rely on today while introducing features that make their work even easier.

The result is a platform that not only works faster but also works smarter, helping to reduce rework while streamlining workflows and giving agents more time to focus on their customers.

Rising Fertilizer Costs Put Margin Coverage Option (MCO) in the Spotlight

Casey Krueger, Business Development Director

Could Higher Fertilizer Prices Lead to MCO Payments in 2026?

As producers finalize their 2026 risk management plans, one of the biggest developments isn't happening in the grain markets—it's happening in the input markets.

Fertilizer prices have moved sharply higher this year, with phosphate, urea and ammonia prices all increasing due to global supply disruptions, strong demand, and ongoing geopolitical uncertainty. Industry analysts now expect fertilizer costs to remain elevated throughout the 2026 crop year, putting additional pressure on farm profitability.

This environment may create one of the first real opportunities for the new **Margin Coverage Option (MCO)** to generate payments.

Why Fertilizer Prices Matter to MCO

Unlike traditional crop insurance products that primarily focus on yield and revenue, MCO protects a producer's **operating margin**, which is calculated as:

REVENUE – INPUT COSTS

For corn, the MCO margin calculation includes several major inputs: urea, DAP, potash, diesel fuel and natural gas.

If fertilizer prices rise and squeeze operating margins, MCO can trigger an indemnity even if yields remain near average.

The 2026 Setup Looks Favorable

One of the most encouraging signals for MCO policyholders is that harvest input prices established this spring came in significantly above the projected input prices used when coverage was established.

According to University of Illinois farmdoc analysis, the increase in 2026 input prices has already created a meaningful cost shock within the MCO margin calculation. Their analysis notes that higher input prices are increasing the likelihood of MCO payments, assuming crop prices and yields do not completely offset those higher costs later in the season.

Bottom Line for 2026

The story of 2026 may not be yield risk—it may be margin risk.

With fertilizer costs high, commodity prices struggling to keep pace and operating margins tightening across the Corn Belt, MCO appears better positioned today than it did when sign-up began. While final county yields and harvest prices will ultimately determine whether payments occur, elevated fertilizer prices have already increased the probability of MCO indemnities for many counties.

2027 Crop Insurance Outlook: MCO vs. MP vs. ECO vs. SCO

With fertilizer prices remaining elevated and margins under pressure, 2027 could be one of the most important years in recent memory to evaluate supplemental crop insurance coverage. The introduction of **Margin Coverage Option (MCO)** gives producers another tool alongside **Margin Protection (MP), Enhanced Coverage Option (ECO)** and **Supplemental Coverage Option (SCO)**. The best choice depends on whether the producer is more concerned about revenue risk or margin risk.

Understanding the Four Options

1 Margin Coverage Option (MCO)

- Protects operating margin (Revenue – Input Costs)
- Covers losses caused by:
  - Lower commodity prices
  - Lower county yields
  - Higher input costs
- Coverage band: 90% - 95%
- Requires an underlying RP, YP, RP-HPE or APH policy
- Cannot be paired with ECO but CAN be paired with SCO
- Includes fertilizer inputs such as urea, DAP, potash, diesel, and natural gas in the margin calculation

2 Margin Protection (MP)

- Protects the producer's entire expected operating margin
- Covers price, yield and input cost risk
- Coverage levels from 70% to 95%
- Can be paired with RP/YP and provides a premium credit
- Has a longer track record than MCO

3 Enhanced Coverage Option (ECO)

- Area-based county yield or revenue protection
- Covers from 90% - 95%
- Triggered by county losses
- Does not account for input costs
- Available with any commodity program election

4 Supplemental Coverage Option (SCO)

- Area-based county yield or revenue protection
- Covers 90% down to the producer's coverage level
- Can be paired with MCO

Bottom Line

If fertilizer prices remain elevated into the 2027 planting season, **MCO may be the most attractive new risk-management tool for average Midwest growers** because it directly recognizes the impact of rising input costs on profitability.

However, for producers seeking the strongest overall margin protection, **Margin Protection (MP) remains the gold standard** due to its broader coverage and longer track record.

The key question for 2027 isn't "Will yields fall?" It's "What happens if margins keep shrinking?" That's why margin-based products are receiving so much attention heading into the next crop year.

Sources:

1. University of Illinois Farmdoc Daily, Margin Coverage Option (MCO) 2026 Input Harvest Prices (May 6, 2026) *https://farmdocdaily.illinois.edu/2026/05/margin-coverage-option-mco-2026-input-harvest-prices.html*
2. USDA Risk Management Agency, Margin Coverage Option Fact Sheet *https://www.rma.usda.gov/sites/default/files/2025-05/Margin-Coverage-Option-Fact-Sheet_0.pdf*

Compliance Note: Higher fertilizer prices increase the likelihood of MCO and MP payments by reducing expected operating margins. However, actual indemnities will depend on final county yields, harvest commodity prices, and completed margin calculations.

Employee Spotlight

"It's always a great experience bringing all the Underwriting Managers and Supervisors together to work through the challenges of crop insurance."

Mindi Martin
Associate Underwriting Manager
Fargo, ND

Tell us a little about yourself.

I have been in crop insurance for just over 30 years and live in Harwood, ND. I graduated from Mayville State University with a degree in Business Administration. I have been married to my husband, Chad, for 29 years. We have four grown children: Jamee, 30; Winter, 27 (who's married to Tyler); Evan, 24 (married to Sailor); and Lily, 21. I love to watch NDSU football, read a good book, sing when I get a chance and spend as much time as possible with our family!

Describe your career in crop insurance.

I started in crop insurance in my senior year of high school, filing paperwork. My dad had been an adjuster for years, and they were looking for help. Then, while in college, I spent the summers working in the Hail Dept. After college, I accepted an underwriting trainee job thinking I would just do this until I find a "real" job. But I was hooked! I have worked at three other AIPs, but Great American is my home. I have been here 12 years, working my way up from a Lead Underwriter to my current position as an Associate Underwriting Manager.

Do you have a most memorable moment during your career at Great American Crop?

My most memorable moments at Great American are the times we've spent in Kansas City for Train the Trainer. It's always a great experience bringing all the Underwriting Managers and Supervisors together to work through the challenges of crop insurance.

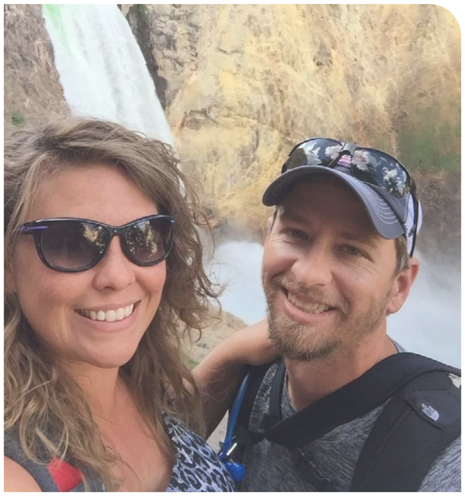
The discussions can get pretty intense as we try to solve problems and share ideas, but what I enjoy most is how we come together afterward. Once we step out for dinner and some fun, there's a real sense of teamwork and connection. It's a great reminder of the strong relationships we've built and the culture we have as a team.

What advice would you give someone wanting to get into a career in crop insurance?

Be patient! It takes time to learn all the rules and really understand the industry. Don't feel like you need to know everything right away—there are so many great people and resources available to help you along the way. Lean on your team, ask questions and give yourself the time to grow.

What's your favorite part about summer where you live?

In North Dakota, we only get so many days of summer, so I like to make the most of it! I love spending time at the lake, going to outdoor concerts and enjoying driveway beers with the neighbors. There's just something about summer that brings everyone together.



Joe Deeter

Claims Manager

Lawrence, KS

Tell us a little about yourself.

I live in Jonesboro, AR. I am a graduate of Arkansas State University with a degree in Ag Business. I met my wife, Hannah, while we were in college, and now we have been married for 22 years. We enjoy traveling, fishing and spending time with family. I also enjoy hunting and working on the farm. Basically, I love to be outside doing something!

Describe your career in crop insurance.

I have been in crop insurance and with GA for going on 17 years. I started as a part-time Claims Adjuster after a friend recommended I apply for a job with GA. After a couple of years, I became a full-time Claims Representative, and then I stepped into a supervisor role a few years later. This spring, I accepted the job of Regional Claims Manager for the area of AR, LA and MS.

"If you are confident in what you are doing, you will be a better adjuster for the company and for the farmer."

Do you have a most memorable moment during your career at Great American Crop?

I have a lot of great memories from when I trained with an older adjuster who taught me the importance of striving to be accurate when adjusting claims and damage to crops. I have really enjoyed getting to meet new people and seeing different farms. I also always look forward to adjuster schools and events where we get together with other employees from all over the country.

What advice would you give someone wanting to get into a career in crop insurance?

Crop insurance can be a great career to be in. At first, it can be overwhelming with all of the information you need to learn for the job, but don't let that intimidate you. Commit to learning the manuals and handbooks. Enjoy your time training and ask a lot of questions. Go out to the fields and learn how to take counts and assess damage to crops. One of the main things that I feel I continue to learn is how critical knowing the correct procedures is. If you are confident in what you are doing, you will be a better adjuster for the company and for the farmer.

What's your favorite part about summer where you live?

Summer is usually a pretty busy time, but I do enjoy opportunities to fish and be outdoors.

Is your preferred crop insurance carrier American-owned?

American Owned[SM]

Great American Insurance Group | Crop Division

GrAIN
Great American Insurance Newsletter