



FEB 19
2019
Issue: 190219



RPowerD™ - Revenue Uncertainty Tamed, Opportunity Unleashed

Locally, kids were informed school would be extended into summer break by a week thanks to an abundance of cold/ice/snow days. I doubt our future farmers spent all those snow days enlightening their young minds on the historical outcomes of tariffs on demand for grain from the US, the corn/bean price spread which economists believe will result in two to three million acres swinging to additional corn plantings this spring, the new Farm Bill math that indicates PLC is in order for Corn in 2019 thus opening the window for consideration of 65% subsidized Supplemental Coverage Option (SCO) insurance on 2019 corn, or gave much thought to summer forecasts which turn on the heat, but also the water, in the corn belt, creating a virtual greenhouse for the robust genetics we plant in 2019.

It's human nature to hope all those bad things that might happen won't. Bad things like loan rate corn or bean prices (wheat has already suffered this indignity); price spikes; and yields slashed 25% by a drought, flood or freeze.

Crop insurance agents to the rescue: with less than 30 days left, hard working agents are slogging door-to-door, through the snow, ice, wind and rain armed with knowledge of solutions to revenue risks.

First, lock out the bottom side with high coverage level, subsidized individual or area policies (or combinations such as lower level RP stacked with SCO Or high level MP-HPO stacked with RP). If price Discovery ended today, we would be at \$4.01 for corn and \$9.56 for soybeans. For comparison sake, corn had a projected price of \$3.96 and a harvest price of \$3.68 in the 2018 crop year while soybeans had a projected price of \$10.16 and a harvest price of \$8.60.

Second, creating value priced minimum revenue upside with RPowerD alternative price discovery periods lets producers expand their opportunity to have a higher minimum revenue should markets rally in the growing season. Performance of summer month intervals is shown to the right.

[Quick maps](#) are a fast way to give a price indication for any county you are working in. Find them on the home page of www.AgenteVantage.com.

	Corn Apr, May, Jun, Jul, Aug Intervals	RP Projected	Harvest Price	Amount Over RP Projected Price	Amount Over Harvest Price
1998	\$2.69	\$2.84	\$2.19	-\$0.15	\$0.50
1999	\$2.38	\$2.40	\$2.01	-\$0.02	\$0.37
2000	\$2.57	\$2.51	\$2.04	\$0.06	\$0.53
2001	\$2.32	\$2.46	\$2.08	-\$0.14	\$0.24
2002	\$2.70	\$2.32	\$2.52	\$0.38	\$0.18
2003	\$2.43	\$2.42	\$2.26	\$0.01	\$0.17
2004	\$3.17	\$2.83	\$2.05	\$0.34	\$1.12
2005	\$2.51	\$2.32	\$2.02	\$0.19	\$0.49
2006	\$2.74	\$2.59	\$3.03	\$0.15	-\$0.29
2007	\$3.91	\$4.06	\$3.58	-\$0.15	\$0.33
2008	\$7.30	\$5.40	\$4.13	\$1.90	\$3.17
2009	\$4.42	\$4.04	\$3.72	\$0.38	\$0.70
2010	\$4.24	\$3.98	\$5.46	\$0.26	-\$1.22
2011	\$7.25	\$6.01	\$6.32	\$1.24	\$0.93
2012	\$8.09	\$5.68	\$7.50	\$2.41	\$0.59
2013	\$5.46	\$5.65	\$4.39	-\$0.19	\$1.07
2014	\$5.03	\$4.62	\$3.49	\$0.41	\$1.54
2015	\$4.20	\$4.15	\$3.83	\$0.05	\$0.37
2016	\$4.19	\$3.86	\$3.49	\$0.33	\$0.70
2017	\$3.95	\$3.96	\$3.49	-\$0.01	\$0.46
2018	\$4.19	\$3.96	\$3.68	\$0.23	\$0.51

% of time Intervals over		71%	90%	\$0.56	\$0.74
% of time over both 62%				Amount Over RP Projected	Amount Over Harvest Price
Soybean Apr, May, Jun, Jul, Aug Intervals		RP Projected	Harvest Price	Projected Price	Harvest Price
1998	\$6.18	\$6.64	\$5.46	-\$0.46	\$0.72
1999	\$5.07	\$5.11	\$4.85	-\$0.04	\$0.22
2000	\$5.63	\$5.32	\$4.72	\$0.31	\$0.91
2001	\$5.00	\$4.67	\$4.37	\$0.33	\$0.63
2002	\$5.44	\$4.50	\$5.45	\$0.94	-\$0.01
2003	\$5.65	\$5.26	\$7.32	\$0.39	-\$1.67
2004	\$7.50	\$6.72	\$5.26	\$0.78	\$2.24
2005	\$7.08	\$5.53	\$5.75	\$1.55	\$1.33
2006	\$6.19	\$6.18	\$5.93	\$0.01	\$0.26
2007	\$8.81	\$8.09	\$9.75	\$0.72	-\$0.94
2008	\$14.92	\$13.36	\$9.22	\$1.56	\$5.70
2009	\$10.38	\$8.80	\$9.66	\$1.58	\$0.72
2010	\$10.21	\$9.23	\$11.63	\$0.98	-\$1.42
2011	\$13.71	\$13.49	\$12.14	\$0.22	\$1.57
2012	\$16.65	\$12.55	\$15.39	\$4.10	\$1.26
2013	\$12.97	\$12.87	\$12.87	\$0.10	\$0.10
2014	\$12.32	\$11.36	\$9.65	\$0.96	\$2.67
2015	\$9.92	\$9.73	\$8.91	\$0.19	\$1.01
2016	\$11.21	\$8.85	\$9.75	\$2.36	\$1.46
2017	\$10.09	\$10.19	\$9.75	-\$0.10	\$0.34
2018	\$10.40	\$10.16	\$8.60	\$0.24	\$1.80

% of time Intervals over	86%	81%	\$0.96	\$1.35
% of time over both	67%			

ARMtech Insurance Services, Inc., is an equal opportunity provider.

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