

Making Informed Business Decisions and Managing Risk Is Critical

Doing so can have a much greater impact on your longevity today than in the past. Our goal at AgQuest Insurance is to be a valuable resource for your **TOTAL** farming operation. An individualized blend of products and services allow you to make informed business decisions, while carefully managing your risks.




AgQuest Insurance
Together... We Find The Way!



UPDATES

» Based on when harvesting
Basic Provisions 34(a)(4)(viii) Separate EUs by Irrigated or Non-Irrigated and is allowed under Basic Provisions:

- An EU for one practice & BU or OU structure for other practice; or
- EUs for both practices (no change)

» Yield Cup (YC) is now an option
- AIP's will automatically apply YC unless notified by the insured by the applicable Sales Closing Date

» Prevent Plant +5% (PT) buy up available by the applicable Sales Closing Date

» End of Late Planting Period is now specified as an actual date in the Actuarial Information Browser (AIB)

» RMA has removed the June 1st certification deadline date from the conservation compliance provisions and will instead refer to the premium billing date

» Unavoidable and Uninsured 3rd Party Damage
- Chemical damage & other non insurable damage can be removed from database for 2017 & beyond

2019 PRODUCT OPTIONS

Beginning Farmer or Rancher (BFR)

» A farmer or rancher who has not actively operated and managed a farm or ranch with a bona fide insurable interest in a crop or livestock as an owner-operator, landlord, tenant or share-cropper for more than 5 crop years.

IRR/NI Enterprise Units

- » Requirements: Planted acres of at least 20 acres or 20% of insured crop acreage in 2+ legal descriptions
- » If allowed by the actuarial documents and crop provisions
- » Must separately meet the requirements for each enterprise unit

Dairy Revenue Protection (DRP)

AgQuest is now able to provide you a product to protect your operation against declines in revenue from milk sales on a quarterly basis. DRP is similar in concept to our crop revenue plans whereby an expected price sets an expected revenue guaranty and a final price sets the final revenue guaranty. If the actual milk revenue is below the revenue guarantee, the insured will receive an indemnity.

Wisconsin Optional Endorsements & Additional Risk Management Tools

- » Wind, and Lodging & Loss of Production
- » Canning Rejection for Sweet Corn and Green Peas
- » Fire Coverage
- » Green Snap
- » Hail
- » Weather Derivatives

Revenue Price Options

- » There are standalone added price options available with the different companies that we write with. Each of them have their own strategies to potentially adding more dollars to your operation above your MPCCI coverages.
- » NAU — Rpower D / BPM
- » ADM — RevNet
- » Great American — Rpower D / Price Flex
- » RCIS — Rpower D / APO
- » IAQ — FPO
- » Hudson — PF / TRC / Rpower D
- » CGB - Diversified — PCI / Price Select / Revenue Select / Yield Select

Trend Adjustment (TA)

- » Allows the policyholder with qualifying APH databases in eligible counties to elect to have their actual yield adjusted based on their county's RMA approved trend rate
- » Corn and soybeans only.

PRECISION PLANTING

Agriculture today relies heavily on technology to ensure success. Two examples are Geographic Information Systems (GIS) and Global Positioning System (GPS). Together they enable farmers to use electronic guidance aids to direct equipment movements more accurately, provide precise positioning for all equipment actions and chemical applications and, analyze all of that data in association with other sources of data (agronomic, climatic, etc). This adds up to some powerful management tools for the progressive farmer.

Late planting is after final plant dates and is a reduction in coverage of 1% per day for the limited days in the late planting period. Contact AgQuest for further details.

Replant and Prevented Plant Coverage

Prevent plant coverage is included in your policy at 55% on corn, 60% on soybeans and any other applicable crops of your guarantee. You have the option to buy up an additional 5% of your guarantee by sales closing date. Contact your agent for other requirements.

SALES CLOSING DEADLINE

MARCH 15TH!

FREE mapping of your operation delivered!

AgQuest Insurance Agency maps every acre we insure. We believe in the accuracy of precision farming for our producers. With the insured's permission we will begin mapping at the time of your crop insurance application. *Ask us how good farming practices apply.*



Spring Sales Closing/
Cancellation/Change Date
March 15

Initial Planting Date
Corn: **April 10** – IL, **April 11** – WI
Soybeans: **April 24** – IL, **April 26** – WI

Final Planting Date
Corn: **May 31** – WI, **June 5** – IL
Soybeans: **June 10** – WI (Northern Counties)
June 15 – IL/WI (Southern Counties)

End of Late Planting*
Corn: **June 25**
Soybeans: **July 5** – WI (Northern Counties)
July 10 – IL/WI (Southern Counties)
*new for 2019

Acreage Report Date
July 15



RPowerD can provide more revenue than the base coverage established under the Revenue Protection (RP) plan of insurance

- RPowerD will pay an indemnity whenever the Revenue to Count is less than the grower's RPowerD Trigger Revenue
- When Revenue to Count is less than the RPowerD Trigger, the insured receives an amount of RPowerD payment that brings their final total crop insurance revenue up to the RPowerD Trigger, but not to exceed the payment limit selected by the grower
- Revenue coverage from 70% to 95% in 1% increments
- Guaranteed Additional Price Coverage (APC)
- Market Price Option, where you can lock in yesterday's closing price
- Expanded Price Discovery Periods
- Can roll-up to a higher market price, add intervals, add or raise APC, and/or raise RPowerD coverage level until the RPowerD SCD of April 1, 2018

Program Conditions: Corn - \$0.10-\$1.00 in ten cent increments;
Soybeans - \$0.20-\$2.00 in twenty cent increments

ARP Program

- County Based Revenue Program
- County Based Revenue Determined by NASS,
- Combination of County Average Yields & Base Price and Harvest Price. Prices Determined same as a RP policy.
- No Replant Coverage
- No Prevent Plant Coverage
- No Quality Adjustment
- No Coverage for your individual farm
- Payments made after April 1

ARP Loss Example #1

- 177.9 Bu x Est. Projected CEPP Price \$4.00=\$711.60 ECR
- \$711.60 x 90% = \$ 640.44 Trigger Revenue
- NASS Yield Est. 170 Bu x Est. HP \$3.50 = \$595
- Trigger Revenue of \$640.44 - \$595 = \$45.44
- $\$45.44 \div \$640.40 = 7.09\%$ Loss
- Max Protection/Acre Selected 120% = \$711.60 x 1.2% = \$853.92
- $853.92 \times 7.09\%$ loss = \$60.54 loss per acre
- Payment made after final NASS yields available around April 1, 2019

Producers for 2018 will need to provide production for this product.

Yield Protection (YP)

- Individual Policy
- Yield only guarantee (bushels, pounds, etc.)
- CEPP – Projected Price
- Coverage levels 50% to 85%
- Replant Coverage included
- Prevented Planting Coverage (55% corn, 60% soybeans) with buy up option of 5% by sales closing date
- YP pays an indemnity when actual bushels harvested fall below the Yield Guarantee

CAT Policy

- Guarantees 50% of APH @ 55% of price
- \$300 per crop per county

Insurance Period

Coverage begins when the crop is planted and ends at the earliest of:

- Total destruction of the crop
- Harvest of the crop
- Final adjustment of a loss
- Abandonment of the crop
- Or December 10

Revenue Protection (RP)

- Individual policy
- Revenue guarantee
- CEPP – higher of spring CEPP price or harvest CEPP price for insured crop
- Coverage levels 50% to 75% (80% to 85% where applicable)
- Replant Coverage included
- Prevented Planting Coverage (55% corn, 60% soybeans) with option to buy up 5% by sales closing date.

CORN PRICE

Year	Spring REV		Harvest REV	
	(Feb)	(Oct)		
2018	3.96	3.68		
2017	3.96	3.49		
2016	3.86	3.49		
2015	4.15	3.83		
2014	4.62	3.49		
2013	5.65	4.39		
2012	5.68	7.50*		
2011	6.01	6.32*		
		CRC	RA	
2010	3.99	5.46	5.52*	
2009	4.04	3.72	3.90	
2008	5.40	4.13	3.74	

SOYBEAN PRICE

Year	Spring		Harvest	
	(Feb)	(Oct)		
2018	10.16	8.60		
2017	10.19	9.75		
2016	8.85	9.75		
2015	9.73	8.91		
2014	11.36	9.65		
2013	12.87	12.87		
2012	12.55	15.39*		
2011	13.49	12.14		
2010	9.23	11.63*		
2009	8.80	9.66*		
2008	13.36	9.22		

Revenue Protection Loss Example

Keep in mind you are guaranteed the higher of spring or fall revenue

- 185 Bu Trend APH X 85% = 157.3 bu X \$4.00 BP = \$629.00

guar revenue (spring)

- Lower harvest price example

Harvest Price (HP) = \$3.50

Harvested bushels = 160 bu

Harvested Revenue = 160 X \$3.50 = \$560

Payable loss of \$629 - \$560 = \$69 loss per acre

- Higher harvest price example

Harvest Price (HP) = \$4.50

185 Bu APH X 85% = 157.3 bu X \$4.50 = \$708 (higher than spring)

Harvest bushels = 140 x \$4.50 = \$630

Payable loss \$708 - \$630 = \$78 loss per acre

Enterprise Units

- Must be elected by Sales Closing
- One crop unit per county
- Requires two or more basic or optional units of crop located in two or more sections—20 acres or 20%

PRICE DISCOVERY PERIODS for Revenue Products will be found in the Commodity Exchange Price Provisions (CEPP)

CEPP CORN

Spring Price Avg. of Dec. Futures in Feb.

Harvest Price Avg. of Dec. Futures in Oct.

CEPP SOYBEANS

Spring Price Avg. of Nov. Futures in Feb.

Harvest Price Avg. of Nov. Futures in Oct.

CEPP WHEAT

Spring Price Avg. of Sep. Mpls. Futures in Feb.

Harvest Price Avg. of Sep. Mpls. Futures in Aug.

Whole Farm (WFRP)

- Revenue from all commodities produced within the farming operation, including animals and animal products;
- Commodities purchased for resale (up to 50% of total);
- Excludes timber, forest, forest products, and animals for sport, show or and
- Replant costs (if not insured under another FCIC policy).
- Coverage levels of 50-85% available in 5% increments
 - No CAT coverage available; and
 - Diversification of 3+ commodities (commodity count) required for 80% and 85%



POLICY CHECKLIST

At AgQuest Insurance we feel strongly about the details of our policy. By answering a few simple questions you decrease the chance for error or misunderstanding before it becomes a costly mistake.

- Is the Tax Identification number correct for the insured entity?
- Has there been a change in marital status for the insured entity?
- Are there any new crops for this year?
- Are the Social Security numbers and spelling of all names for insured, spouse, SBIs correct?
- Will any acres be emerging from CRP this year?
- Will you be adding any new land to your farming operation this year?
- Do you have New Ground Breaking? Is it Natural Sod or Regular Ground Breaking?
- Are you raising food grade or low linolenic soybean? Contact us for coverage options.
- Is the "Named Insured" on the policy correct, matching how crops are sold? ie: LLC, Corp, Partnership
- Is the state and county correct for all crops insured?
- Are all persons with a Substantial Beneficial Interest in the insured entity reflected on the policy? Any additions or deletions?
- Is all the contact information still correct? (i.e. address, phone numbers, etc.)
- Are there any crop share changes?
- Have you acquired, or do you anticipate acquiring, any farm acreage in another county?
- Is there any high-risk ground?



711 Front Street
PO Box 67
Morgan, MN 56266

866-259-3666
agquest.net

Find us on:



Thank You

We would like to thank our customers for the support they have shown AgQuest Insurance during the past year by referring us to their friends and neighbors. AgQuest Insurance strives to provide our producers with the best customer service and knowledgeable staff in the business, and this shows us we are on the right track.

Your AgQuest Team



Keith Toczynski
Crop Insurance Specialist
608-322-6035



Cheryl Manderfeld
Ins Support Specialist
507-249-4000 x6013



Mike Kurtz
Ins Support Specialist
507-249-4000 x6013

At AgQuest Insurance our team of professionals focus on your risk management needs. The insurance team services your insurance policy through the perils of the growing season. We want you to know you are backed by the full service you have grown to expect at your local cooperative.