

**RPowerD™ - Revenue Uncertainty Tamed – Opportunity Unleashed**

February 19, 2019

Locally kids where 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 U.S. They probably also didn't review the corn/bean price spread, which economists believe will result in 2-3 million acres swinging to additional corn plantings this spring, or 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. Nor do I think they 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.

No, I think the big talk is about those dirty dealing folks who are extolling some perceived virtue of sweetening their beer with who knows what in contrast to those rascals at brand "X" who use...wait for it...corn syrup. And so life goes...

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

Crop insurance agents to the rescue! With less than 30 days left, hardworking agents are slogging door to door, through the snow, ice, wind, and rain armed with knowledge of solutions to Revenue Risks.

**First** on the menu – 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** on the menu – Because our producer customers are all red blooded American opportunists – creating value priced minimum revenue upside with RPowerD Alternative Price Discovery Periods lets them 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](http://www.AgenteVantage.com).

If you need to create your sign in credentials for [www.AgenteVantage.com](http://www.AgenteVantage.com), contact your NAU Country Marketing Representative for assistance. Contact the NAU Country Call Center at 1-866-942-6724 or via email at [callcenter@naucountry.com](mailto:callcenter@naucountry.com) to reset your password, or make additional changes.

View previous RPowerD newsletters on the [NAU Country website](http://www.naucountry.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%			

	Soybean Apr, May, Jun, Jul, Aug Intervals	RP Projected	Harvest Price	Amount Over RP Projected Price	Amount Over 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	\$9.81	\$8.09	\$9.75	\$0.72	-\$0.94
2008	\$14.92	\$13.36	\$9.22	\$1.58	\$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%			



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