



Margin Protection concepts

Prior to the SCD, RMA releases in the actuarial document for each county:

- Expected County Yield (ECY)
- Projected Price
- Expected Cost
- Expected Margin is calculated

After harvest, RMA releases in the actuarial documents for each county:

- Final County Yield (FY)
- Harvest Price
- Harvest Cost
- Harvest Margin is calculated

Coverage availability

Crops	States
Rice	AR, CA, LA, MS, MO, TX
Corn	IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI
Soybean	IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI
Wheat	MN, MT, ND, SD



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We have a reputation for providing the best service. Our commitment to service has never wavered and now with our parent, QBE Insurance Group, we can provide the best financial stability as well.

For more information about the policies described in this brochure, contact your agent today.

The sales closing dates for corn, soybeans, and wheat is September 30.

The sales closing date for rice is either January 31 or February 28 depending on the state and county.

NAU Country Insurance Company

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Margin Protection

Protect yourself from an unexpected decrease in your operating margin.

Margin Protection plan of insurance

Margin Protection (MP) provides coverage against an unexpected decrease in operating margin (revenue less input costs). Margin Protection is area-based, using county-level estimates of average revenue and input costs to establish the amount of coverage and indemnity payments. Since Margin Protection is area-based (average for a county), it may not reflect individual experience. A payment may be made when the harvest margin for the county is lower than the trigger margin due to a decrease in revenue and/or an increase in input costs. Margin Protection will cover a portion of that shortfall.

Margin Protection basics

Margin Protection provides coverage that is based on an expected margin for each applicable crop, type, and practice.

Expected Margin = Expected Revenue - Expected Costs, where:

- Expected revenue (per acre) is the expected county yield multiplied by a projected commodity price; and
- Expected cost (per acre) is the dollar amount determined by multiplying the quantity of each allowed input by the input's projected price.

Trigger Margin = Expected Margin - Deductible.
The deductible is 1.00 minus the coverage level multiplied by the expected revenue.

Margin Protection can be purchased with the Harvest Price Option (MP-HPO). Under MP-HPO, if the harvest price exceeds the projected price, the expected revenue used in setting trigger margins is reset based on the harvest price.

Expected costs

When determining the margin, two types of inputs are considered: those subject to price changes and those not subject to price change (i.e. fixed from planting to harvest). Inputs not subject to price change are not specifically identified, but include: seed, machinery, operating costs (other than fuel), and similar expenses. Inputs subject to price change are identified in the Margin Protection provisions and include the following:

Crops	Allowed inputs subject to price change
Rice	Diesel, Urea, Diammonium Phosphate price (DAP), Potash, Interest
Corn	Diesel, Urea, DAP, Potash, Interest
Soybeans	Diesel, DAP, Potash, Interest
Wheat	Diesel, Urea, Monoammonium Phosphate, Potash, Interest

Margin Protection simple example

Calculating an MP Trigger at 95% coverage level

Expected margin

(Expected Yield x Projected Price) - Expected Cost
(180 bu./acre x \$4.00) - \$313.60/acre = \$406.40/acre

Margin deductible

Expected Revenue x (1 - Coverage Level)
(180 bu./acre x \$4.00) x (1 - 95%) = \$36/acre

Trigger margin

Expected Margin - Margin Deductible
\$406.40/acre - \$36/acre = \$370.40/acre

Calculating an MP Indemnity with a 1.20 Protection Factor

Harvest margin

(Harvest Yield x Harvest Price) - Harvest Cost
(160 bu./acre x \$3.80) - \$313.60/acre = \$294.40/acre

Margin loss

Trigger Margin - Harvest Margin
\$370.40/acre - \$294.40/acre = \$76/acre

Margin indemnity

Margin Loss x Protection Factor
\$76/acre x 1.20 = \$91.20/acre