

RPowerD™ - Corn Power Play opportunity

August 7, 2018

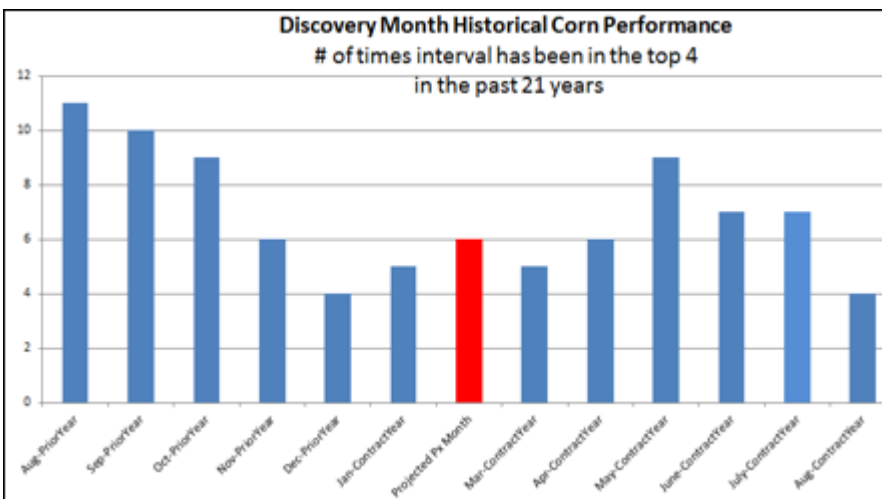
Last week we alerted agents to the opportunity to set the minimum price wheat price to be used for the 2019 crop year at the highest prices wheat has been in five years and a price that set a minimum RPowerD revenue trigger that covers costs for most wheat growers. Today agents can help their corn customers establish minimum price and revenue guarantees on 2019 corn at levels that are back toward the late May highs and covers costs for many corn producers. Friday's wheat letter can be found [here](#).

We suggest the following quote set up for corn growers on 2019 crops:

- Maximum Price Movement Limit: 60 cents per bushel.
- "Opt-in" to "Market Price" so you get yesterday's closing price as the minimum price*.
- Set "Additional Price Coverage" to "N/A".
- If they have forward contracted a % of their 2019 crop, make the "Liability Adjustment Factor" equal the % of their non-contracted or hedged corn.
- Choose Mar. '19, Apr. '19, May '19, Jun. '19, and July '19 as Alternative Price Discovery Periods.
- RPowerD coverage level matches the RP coverage level chosen.
- RPowerD acres at 110% of maximum planted acres in the past four years .

* Maximum RPowerD price will be amount of Maximum Price Movement Limit selected plus the RP Projected Price

RPowerD Premiums are due on October 31, 2019. Minimum Price/Revenue can be raised and additional Alternative Price Discovery periods can be purchased through April 1, 2019.



Market Price Opt-in, Mar '19, Apr '19, May '19, June '19, Jul '19 Intervals	RP Projected	Amount Over RP Projected Price	Amount Over Harvest Price	
1997	\$2.98	\$2.73	\$0.25	\$0.17
1998	\$2.81	\$2.84	-\$0.03	\$0.62
1999	\$2.53	\$2.40	\$0.13	\$0.52
2000	\$2.57	\$2.51	\$0.06	\$0.53
2001	\$2.41	\$2.46	-\$0.05	\$0.33
2002	\$2.51	\$2.32	\$0.19	-\$0.01
2003	\$2.49	\$2.42	\$0.07	\$0.23
2004	\$3.17	\$2.83	\$0.34	\$1.12
2005	\$2.58	\$2.32	\$0.26	\$0.56
2006	\$2.74	\$2.59	\$0.15	-\$0.29
2007	\$4.05	\$4.06	-\$0.01	\$0.47
2008	\$7.30	\$5.40	\$1.90	\$3.17
2009	\$5.90	\$4.04	\$1.86	\$2.18
2010	\$3.97	\$3.98	-\$0.01	-\$1.49
2011	\$6.69	\$6.01	\$0.68	\$0.37
2012	\$7.52	\$5.68	\$1.84	\$0.02
2013	\$6.42	\$5.65	\$0.77	\$2.03
2014	\$5.03	\$4.62	\$0.41	\$1.54
2015	\$4.20	\$4.15	\$0.05	\$0.37
2016	\$4.18	\$3.86	\$0.33	\$0.70
2017	\$3.95	\$3.96	-\$0.01	\$0.46
% of time intervals over		76%	\$0.58	\$0.86
% of time over both		67%		

With worlds of uncertainty, risk, and opportunity between now and the corn harvest of 2019, it's time for agents to help their customers lock out the bottom side risk, cover their costs, and set them up to take the most they can out of the markets.

The tools an agent needs to learn, analyze, and quote RPowerD are located in the RPowerD estimator at www.agentevantage.com You can learn RPowerD with the interactive Scenario Calculator, quote RPowerD and RP plans of insurance, evaluate 10 years of on-leveled indemnity results to compare RP and RPowerD coverage levels and strategy results, use the Matrix to view indemnities, revenue, margin, and profit across any range of yields and prices.



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