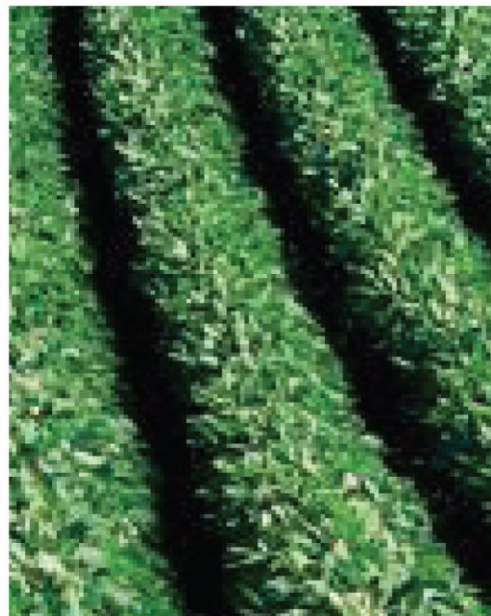




2013 DTN Ag Summit
How to Use Crop Insurance as a Marketing Tool
December 11-13, 2013
Chicago, IL



Jamie Wasemiller
141 W. Jackson Blvd
Suite 1201A
Chicago, IL 60604

Cell: 707-365-0601
web: www.gulkegroup.com
e-mail: info@gulkegroup.com

Crop Insurance & Marketing

- Financially may influence crop mix
- Cover expenses – Land Costs, Taxes
- Cost effective way to hedge your crops-Dodd Frank
- Protects against bushel and price loss
- Maximize the Revenue Guarantee
- Increases flexibility in hedging effectively
- Can Reduce the Risk/Cost of Hedging

Insurance Shortfalls

- Does not cover 100% of the crops
- Protects your APH and not your expected yield
 - Hedging, Hail Ins., Weather Ins., Private Products
- Could create over confidence - Drought
- Revenue only calculated twice a year
- Does not factor in all dockage, penalties or basis risk

Cost of Insurance

80% Policy

RPHPE – Insurance Put

$$\$11.44/142 = \$.08 \text{ (Corn)} \quad \$9.30/40 = \$.23 \text{ (Soybeans)}$$

RP – Insurance Call

RP call cost is the RP premium – RPHPE premium divided by guaranteed bushels.

$$\$22.52 - \$11.44 = \$11.08/142 = \$.08/\text{bu} \text{ (Corn)}$$

$$\$15.21 - \$9.30 = \$5.91/40 = \$.15/\text{bu} \text{ (Soybeans)}$$

The background of the slide is a light green color with a subtle, repeating pattern of stylized leaves or plant stems. The pattern is more prominent on the right side of the slide, where the leaves appear larger and more detailed, while they become more faint and abstract towards the left. The overall effect is a natural, organic texture.

Hedging Strategies Involving Insurance

Selling a Covered Put

Sell Puts at the “strike price” which is the insurance spring price times your deductible level

Works best when the harvest exceeds spring price or in an up market

Ex. $\$5.68 \times 85\% = \4.83 Strike Price

Sell the CZ13P480 for \$.21

Selling a Call

Sell Calls at the “strike price” which is the insurance
spring price times your deductible level

Works best in a down market

Ex. $\$5.68 \times 85\% = \4.83 Strike Price

Sell the CZ13C480 for \$.25

Insurance Hedge Strategy

Locks in a Total Revenue Per Acre at time of hedge

Hedge put on to protect price from going down between time of hedge and October

Combines insurance, futures and cash sales

Revenue will not go up or down from this point

Put this on at \$7.90 and \$8.00 and corn came in at \$7.50

Insurance Hedge Strategy

- APH of 180 bushels
- 80% Revenue Protecting
- Guaranteed Bushels of 144 (amount that will hedge/sell futures against)
- Current December contract price is \$7.90
- Actual Production is 100 bushels with limited forward cash sales

Insurance Hedge Strategy

\$6.90 Oct. Futures Price

- Crop Revenue: $100 \text{ bu} \times \$6.90 = \$690/\text{acre}$
- Ins. Indemnity: $44 \text{ bu} \times \$6.90 = \$304/\text{acre}$
- Futures Hedge: $144 \text{ bu} \times \$1 = \$144/\text{acre}$

- Revenue: $\$690 + \$304 + \$144 = \$1,138/\text{acre}$

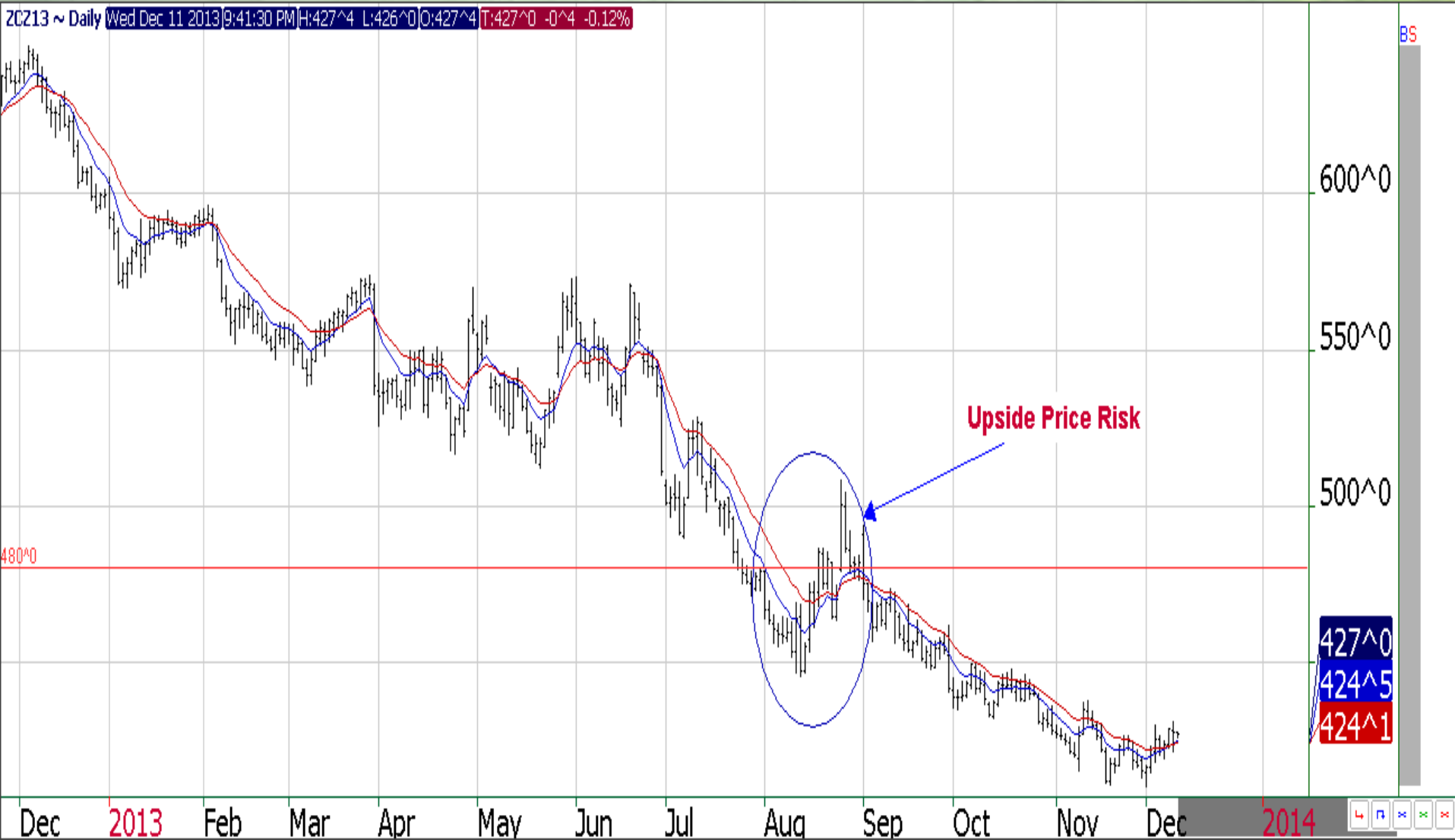
Insurance Hedge Strategy

\$8.90 Oct. Futures Price

- Crop Revenue: $100 \text{ bu} \times \$8.90 = \$890/\text{acre}$
- Ins. Indemnity: $44 \text{ bu} \times \$8.90 = \$392/\text{acre}$
- Futures Hedge: $144 \text{ bu} \times -\$1 = -\$144/\text{acre}$

- Revenue: $\$890 + \$392 - \$144 = \$1,138/\text{acre}$

Unrealized Indemnity Hedge



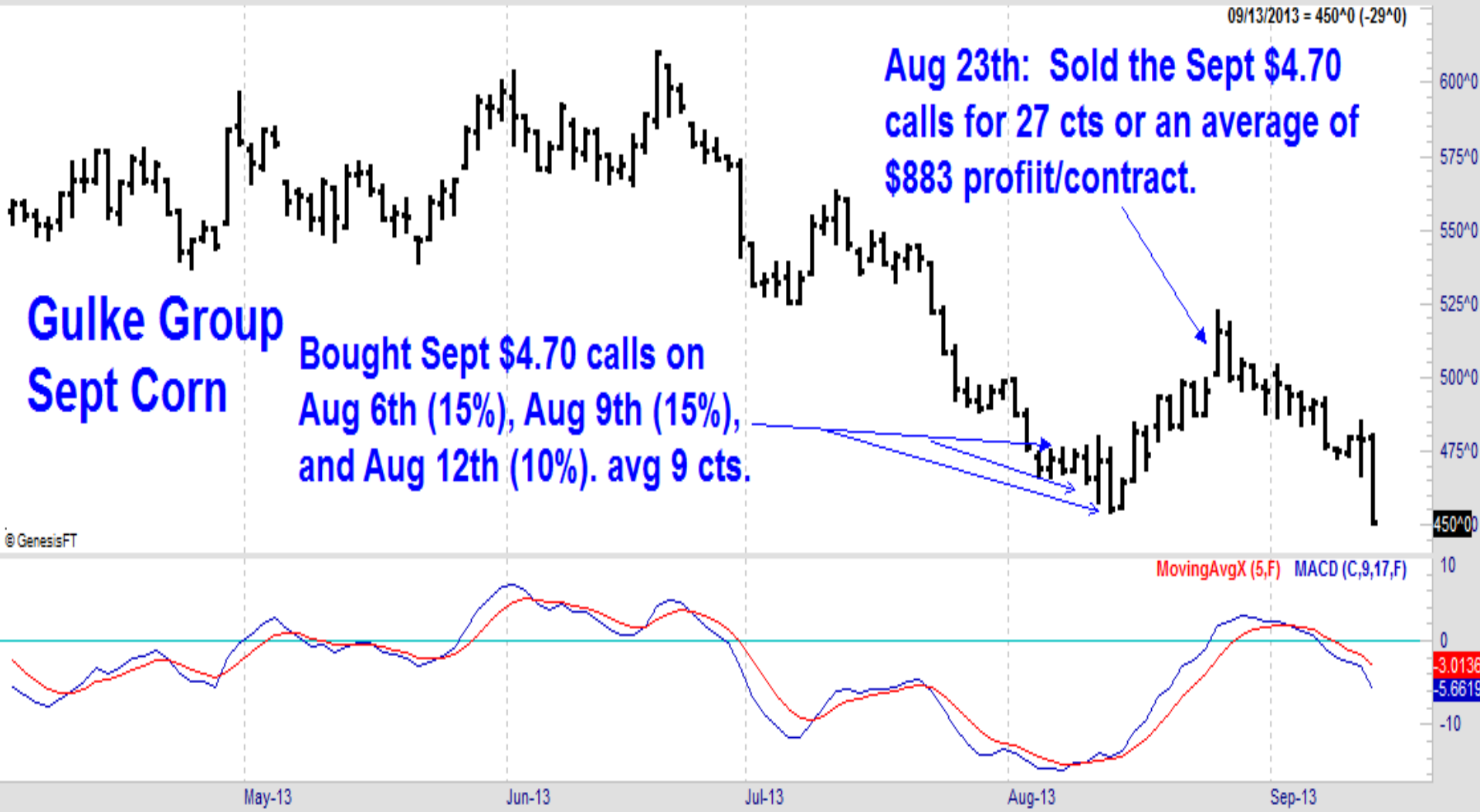
Unrealized Indemnity Hedge

C2-201309: 12/14/2010 - 09/13/2013 (Daily bars) Corn CBT (Comb) Sep 2013 @ CBOT - Template: Fast MACD

S P

Fri 09/13/2013: O=479^6 H=480^6 L=450^0 C=450^0 TDofM=9 TDofY=177

09/13/2013 = 450^0 (-29^0)



Short-Term Harvest Price Hedge

Sell Calls in Early October to hedge prices falling

If price drops you will collect the premium from selling the calls to compensate the revenue lost

If prices go up you will begin to lose the premium you collected from selling the calls but the Harvest Price will be higher

Private Insurance Products

Early Pricing

- Creates opportunity for a higher Spring Price which will increase your Revenue Guarantee
- Provides a way to protect year to year price drop
- Producers gets the “higher of”
- Approved by the RMA
- Products not provided by all Underwriters
- Buy Now Pay Later

Another tool in the tool box

Price Flex

- Has \$1 cap for corn; \$2 cap for soybeans; \$1.50 for wheat and \$.20 for cotton.
- Available July through July
- Sign up by the 20th of each month; post summer month bought by March 15th
- Can make changes to insurance policy
- Multi-month pricing discount
- Compare them to an ATM Put at the “strike price”

Multiple Price Discovery

- Has \$.50 cap for corn; \$1 cap for soybeans
- Locks in your MPCl policy
- MPD5 – Nov, Dec, Jan, Feb, March (Nov 15)
- MPD4 – Dec, Jan, Feb, March (Dec. 15)
- Buy Now Pay Later
- Less expensive than Price Flex

Commodity: CORN

Contract Month: DEC

Projected Price Month: FEB

Sales Closing Date: 3/15

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	10 yr	5 yr	
July	237.2	259.9	256.7	305.9	391.5	650.5	383.2	418.3	619.4	619.5	524.1	40%	60%	July
August	241.6	259.7	254.0	295.9	395.1	608.5	381.8	437.4	647.2	644.9	503.5	40%	60%	August
September	240.4	250.2	250.3	292.3	406.6	584.7	374.5	468.4	624.4	644.4	497.5	40%	60%	September
October	240.2	244.1	246.9	322.5	406.2	468.0	413.2	512.3	593.1	632.3	482.3	50%	80%	October
November	244.9	240.7	242.0	350.6	427.6	437.7	437.1	522.1	576.0	627.1		50%	80%	November
December	248.0	237.0	244.2	361.2	451.8	414.5	434.7	539.9	560.6	621.2		40%	60%	December
January	265.3	231.4	248.8	383.9	504.8	435.9	416.8	568.1	568.6	585.7		40%	80%	January
February	282.6	231.5	259.2	406.1	539.6	403.7	398.5	601.2	567.8	565.3				February
March	300.3	239.1	257.9	404.7	566.7	411.3	396.8	598.3	559.1	557.8		40%	20%	March
April	317.3	232.6	269.7	379.4	613.5	417.5	383.0	656.1	540.7	539.1		60%	40%	April
May	295.3	229.6	274.3	374.9	626.0	442.5	385.4	657.4	522.7	540.2		50%	40%	May
June	291.3	241.3	264.0	391.3	730.4	433.9	367.0	668.8	553.2	546.3		60%	40%	June
July	244.5	251.1	264.5	343.2	665.1	337.4	391.1	660.6	752.3	497.5		50%	40%	July
August	235.1	228.7	246.5	348.0	568.7	334.0	423.7	724.6	808.6	469.7		40%	60%	August
September	218.0	209.9	248.5	358.6	546.3	325.1	489.2	693.9	763.4	459.5		40%	60%	September
October	205.0	202.1	303.3	357.9	412.6	372.0	545.5	632.1	750.1	441.0		40%	60%	October
November	198.9	193.0	355.8	381.5	373.8	389.9	552.3	627.0	740.1			40%	60%	November

 = higher average than discovery

 = highest average of the year

% = historical chance that month is higher than discovery



426^6
423^7
431^7

2013 Revenue Insurance Comparisons

Year/Coverage Level	2013/80	2013/80 PF	2013/85	2013/85 PF
Actual production history	190 bu.	190 bu.	190 bu.	190 bu.
	152 bu.	152 bu.	161.5 bu.	161.5 bu.
Price	\$5.65	\$6.27	\$5.65	\$6.27
Revenue Guarantee	\$858	\$953	\$912	\$1012
		9%		9%
Variable & Land cost	\$830	\$850	\$846	\$866
Profit Per Acre	\$28	\$103	\$66	\$146
Cost of production*	\$ 4.36/bu.	\$4. 36/bu.	\$ 4.46/bu.	\$4.46 /bu.

* Does not include machinery or family living expenses



2014 Revenue Insurance Comparisons

Year/Coverage Level	2014/80	2014/80 PF	2014/85	2014/85 PF
Actual production history	190 bu.	190 bu.	190 bu.	190 bu.
	152 bu.	152 bu.	161.5 bu.	161.5 bu.
Price	\$4.60	\$5.24	\$4.60	\$5.24
Revenue Guarantee	\$699	\$796	\$743	\$846
		12%		12%
Variable & Land cost	\$768	\$780	\$784	\$798
Profit Per Acre	-\$69	\$16	-\$41	\$48
Cost of production*	\$ 4.04/bu.	\$4. 04/bu.	\$ 4.14/bu.	\$ 4.14/bu.

* Does not include machinery or family living expenses

Marrying Marketing & Insurance



Agent: Jamie Wasemiller
 Cell Phone: 707-365-0601
 Email: jamie@gulkegroup.com



MarketCalc (Matrix)
 Version: 12.0.10
 Date: 12/5/2012 10:39:03 AM
 Year: 2012
 ADM Date: 01/18/2011

State: ILLINOIS
 County: Winnebago
 Policy: No Insurance
 Crop: Corn

Forward APH: 167.00
 Acres: 1000.00
 Avg. \$ Sold: \$.00
 Input Cost: \$780

Bu. Sold:
 BU. % Sold: 0%
 Basis: \$-.35

Grid Type: Net Revenue(Profit Matrix)

P. Yield	4.40	4.80	5.20	5.60	6.00	6.40	6.80	7.20	7.60	8.00	8.40	8.80	9.20
25	-878.75	-868.75	-858.75	-848.75	-838.75	-828.75	-818.75	-808.75	-798.75	-788.75	-778.75	-768.75	-758.75
32	-850.40	-837.80	-824.80	-812.00	-799.20	-786.40	-773.60	-760.80	-748.00	-735.20	-722.40	-709.60	-696.80
39	-822.05	-806.45	-790.85	-775.25	-759.65	-744.05	-728.45	-712.85	-697.25	-681.65	-666.05	-650.45	-634.85
46	-593.70	-575.30	-556.90	-538.50	-520.10	-501.70	-483.30	-464.90	-446.50	-428.10	-409.70	-391.30	-372.90
53	-565.35	-544.15	-522.95	-501.75	-480.55	-459.35	-438.15	-416.95	-395.75	-374.55	-353.35	-332.15	-310.95
60	-537.00	-513.00	-489.00	-465.00	-441.00	-417.00	-393.00	-369.00	-345.00	-321.00	-297.00	-273.00	-249.00
67	-508.65	-481.85	-455.05	-428.25	-401.45	-374.65	-347.85	-321.05	-294.25	-267.45	-240.65	-213.85	-187.05
74	-480.30	-450.70	-421.10	-391.50	-361.90	-332.30	-302.70	-273.10	-243.50	-213.90	-184.30	-154.70	-125.10
81	-451.95	-419.55	-387.15	-354.75	-322.35	-289.95	-257.55	-225.15	-192.75	-160.35	-127.95	-95.55	-63.15
88	-423.60	-388.40	-353.20	-318.00	-282.80	-247.60	-212.40	-177.20	-142.00	-106.80	-71.60	-36.40	-1.20
95	-395.25	-357.25	-319.25	-281.25	-243.25	-205.25	-167.25	-129.25	-91.25	-53.25	-15.25	22.75	60.75
102	-366.90	-326.10	-285.30	-244.50	-203.70	-162.90	-122.10	-81.30	-40.50	0.30	41.10	81.90	122.70
109	-338.55	-294.95	-251.35	-207.75	-164.15	-120.55	-76.95	-33.35	10.25	53.85	97.45	141.05	184.65
116	-310.20	-263.80	-217.40	-171.00	-124.60	-78.20	-31.80	14.60	61.00	107.40	153.80	200.20	246.60
123	-281.85	-232.65	-183.45	-134.25	-85.05	-35.85	13.35	62.55	111.75	160.95	210.15	259.35	308.55
130	-253.50	-201.50	-149.50	-97.50	-45.50	6.50	58.50	110.50	162.50	214.50	266.50	318.50	370.50
137	-225.15	-170.35	-115.55	-60.75	-5.95	48.85	103.65	158.45	213.25	268.05	322.85	377.65	432.45
144	-196.80	-139.20	-81.60	-24.00	33.60	91.20	148.80	206.40	264.00	321.60	379.20	436.80	494.40
151	-168.45	-108.05	-47.65	12.75	73.15	133.55	193.95	254.35	314.75	375.15	435.55	495.95	556.35
158	-140.10	-78.90	-13.70	49.80	112.70	175.90	239.10	302.30	365.50	428.70	491.90	555.10	618.30
165	-111.75	-45.75	20.25	86.25	152.25	218.25	284.25	350.25	416.25	482.25	548.25	614.25	680.25
172	-83.40	-14.60	54.20	123.00	191.80	260.60	329.40	398.20	467.00	535.80	604.60	673.40	742.20
179	-55.05	16.55	88.15	159.75	231.35	302.95	374.55	446.15	517.75	589.35	660.95	732.55	804.15
186	-26.70	47.70	122.10	196.50	270.90	345.30	419.70	494.10	568.50	642.90	717.30	791.70	866.10
193	1.65	78.85	156.05	233.25	310.45	387.65	464.85	542.05	619.25	696.45	773.65	850.85	928.05
200	30.00	110.00	190.00	270.00	350.00	430.00	510.00	590.00	670.00	750.00	830.00	910.00	990.00

THESE VALUES ARE ESTIMATES ONLY. The actual payment made by any of the products would not be equal to the estimates. Loss ratios are calculated using current year premiums and the estimates of payments. These values are for illustrative purposes only.

Agent: Jamie Wasemiller
 Cell Phone: 707-365-0601
 Email: jamie@gulkegroup.com



MarketCalc (Matrix)
 Version: 12.0.10 - Year: 2012
 Date: 12/5/2012 10:40:23 AM
 ADM Date: 01/18/2011

State: ILLINOIS
 County: Winnebago
 Policy: RP
 Crop: Corn

Practice: Non-Irrigated
 Type: Grain
 Cov. Level: 80% - \$ Cov.: 100%
 APHECY: 167.0

Acres: 1,000
 Spring Price: \$5.68
 Volatility: 0.22
 Input Cost: \$780

Avg. \$ Sold: \$0.00
 Bu. Sold: 0
 BU. % Sold: 0%
 Basis: \$(0.35)

Premium: \$11.16

Grid Type: Net Revenue(Profit Matrix)

Forward APH: 167.0

P. Yield	4.40	4.80	5.20	5.60	6.00	6.40	6.80	7.20	7.60	8.00	8.40	8.80	9.20
25	48.59	58.59	68.59	78.59	88.59	98.59	108.59	118.59	128.59	138.59	148.59	158.59	168.59
32	29.34	42.14	54.94	67.74	80.54	93.34	106.14	118.94	131.74	144.54	157.34	170.14	182.94
39	10.09	25.69	41.29	56.89	72.49	88.09	103.69	119.29	134.89	150.49	166.09	181.69	197.29
46	-9.16	9.24	27.64	46.04	64.44	82.84	101.24	119.64	138.04	156.44	174.84	193.24	211.64
53	-28.41	-7.21	13.99	35.19	56.39	77.59	98.79	119.99	141.19	162.39	183.59	204.79	225.99
60	-47.66	-23.66	0.34	24.34	48.34	72.34	96.34	120.34	144.34	168.34	192.34	216.34	240.34
67	-66.91	-40.11	-13.31	13.49	40.29	67.09	93.89	120.69	147.49	174.29	201.09	227.89	254.69
74	-86.16	-58.56	-28.96	2.64	32.24	61.84	91.44	121.04	150.64	180.24	209.84	239.44	269.04
81	-105.41	-73.01	-40.61	-8.21	24.19	56.59	88.99	121.39	153.79	186.19	218.59	250.99	283.39
88	-124.66	-89.46	-54.26	-19.06	16.14	51.34	86.54	121.74	156.94	192.14	227.34	262.54	297.74
95	-143.91	-105.91	-67.91	-29.91	8.09	46.09	84.09	122.09	160.09	198.09	236.09	274.09	312.09
102	-163.16	-122.36	-81.56	-40.76	0.04	40.84	81.64	122.44	163.24	204.04	244.84	285.64	326.44
109	-182.41	-138.81	-96.21	-51.81	-8.01	35.59	79.19	122.79	166.39	209.99	253.59	297.19	340.79
116	-201.66	-155.26	-108.86	-62.46	-16.06	30.34	76.74	123.14	169.54	215.94	262.34	308.74	355.14
123	-220.91	-171.71	-122.51	-73.31	-24.11	25.09	74.29	123.49	172.69	221.89	271.09	320.29	369.49
130	-240.16	-188.16	-136.16	-84.16	-32.16	19.84	71.84	123.84	175.84	227.84	279.84	331.84	383.84
137	-236.31	-181.51	-126.71	-71.91	-17.11	37.69	92.49	147.29	202.09	256.89	311.69	366.49	421.29
144	-207.96	-150.36	-92.76	-35.16	22.44	80.04	137.84	195.24	252.84	310.44	368.04	425.64	483.24
151	-179.61	-119.21	-58.81	1.59	61.99	122.39	182.79	243.19	303.59	363.99	424.39	484.79	545.19
158	-151.26	-88.06	-24.86	38.34	101.54	164.74	227.94	291.14	354.34	417.54	480.74	543.94	607.14
165	-122.91	-56.91	9.09	75.09	141.09	207.09	273.09	339.09	405.09	471.09	537.09	603.09	669.09
172	-94.56	-25.76	43.04	111.84	180.64	249.44	318.24	387.04	455.84	524.64	593.44	662.24	731.04
179	-66.21	5.39	76.99	148.59	220.19	291.79	363.39	434.99	506.59	578.19	649.79	721.39	792.99
186	-37.86	36.54	110.94	185.34	259.74	334.14	408.54	482.94	557.34	631.74	706.14	780.54	854.94
193	-9.51	67.69	144.89	222.09	299.29	376.49	453.69	530.89	608.09	685.29	762.49	839.69	916.89
200	18.84	98.84	178.84	258.84	338.84	418.84	498.84	578.84	658.84	738.84	818.84	898.84	978.84

THESE VALUES ARE ESTIMATES ONLY. The actual payment made by any of the products would not be equal to the estimates. Loss ratios are calculated using current year premiums and the estimates of payments. These values are for illustrative purposes only.

Agent: Jamie Wasemiller
 Cell Phone: 707-365-0601
 Email: jamie@gulkegroup.com



MarketCalc (Matrix)
 Version: 12.0.10 - Year: 2012
 Date: 12/5/2012 3:25:09 PM

State: ILLINOIS
 County: Winnebago
 Policy: RP
 Crop: Corn
 Premium: \$11.16-Options:

Practice: Non-Irrigated
 Type: Grain
 Cov. Level: 80% - \$ Cov.: 100%
 APHECY: 167.0

Acres: 1,000
 Spring Price: \$5.68
 Volatility: 0.22
 Input Cost: \$780

Avg. \$ Sold: \$6.00
 Bu. Sold: 41,750
 BU. % Sold: 25%
 Basis: (\$0.35)
 Forward APH: 167.0

Revenue Matrix (Puts and Calls)

Buy / Sell	Price		Option		Cost		# C.O.		Bushels		Contract		
Sell	4.5		Put		0.1		28		140		December		
Sell/Puts	0.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	
	4.40	4.80	5.20	5.60	6.00	6.40	6.80	7.20	7.60	8.00	8.40	8.80	9.20
25	130.00	137.30	130.80	123.60	117.20	110.80	103.80	97.10	90.40	83.70	77.00	70.30	63.60
32	110.75	120.85	118.95	113.05	109.15	105.25	101.35	97.45	93.55	89.65	85.75	81.85	77.95
39	91.50	104.40	103.30	102.20	101.10	100.00	98.90	97.80	96.70	95.60	94.50	93.40	92.30
46	72.25	87.95	89.65	91.35	93.05	94.75	96.45	98.15	99.85	101.55	103.25	104.95	106.65
53	53.00	71.50	76.00	80.50	85.00	89.50	94.00	98.50	103.00	107.50	112.00	116.50	121.00
60	33.75	55.05	62.35	69.65	76.95	84.25	91.55	98.85	106.15	113.45	120.75	128.05	135.35
67	14.50	38.60	48.70	58.80	68.90	79.00	89.10	99.20	109.30	119.40	129.50	139.60	149.70
74	-4.75	22.15	35.05	47.95	60.85	73.75	86.65	99.55	112.45	125.35	138.25	151.15	164.05
81	-24.00	5.70	21.40	37.10	52.80	68.50	84.20	99.90	115.60	131.30	147.00	162.70	178.40
88	-43.25	-10.75	7.75	26.25	44.75	63.25	81.75	100.25	118.75	137.25	155.75	174.25	192.75
95	-62.50	-27.20	-5.90	15.40	36.70	58.00	79.30	100.60	121.90	143.20	164.50	185.80	207.10
102	-81.75	-43.65	-19.55	4.55	28.65	52.75	76.85	100.95	125.05	149.15	173.25	197.35	221.45
109	-101.00	-80.10	-33.20	-8.30	20.80	47.50	74.40	101.30	128.20	155.10	182.00	208.90	235.80
116	-120.25	-76.55	-48.85	-17.15	12.55	42.25	71.95	101.65	131.35	161.05	190.75	220.45	250.15
123	-139.50	-93.00	-60.50	-28.00	4.50	37.00	69.50	102.00	134.50	167.00	199.50	232.00	264.50
130	-158.75	-109.45	-74.15	-38.85	-3.55	31.75	67.05	102.35	137.65	172.95	208.25	243.55	278.85
137	-154.90	-102.80	-64.70	-28.60	11.50	49.60	87.70	125.80	163.90	202.00	240.10	278.20	316.30
144	-126.55	-71.65	-30.75	10.15	51.05	91.95	132.85	173.75	214.65	255.55	296.45	337.35	378.25
151	-98.20	-40.50	3.20	46.90	90.60	134.30	178.00	221.70	265.40	309.10	352.80	396.50	440.20
158	-69.85	-9.35	37.15	83.65	130.15	176.65	223.15	269.65	316.15	362.65	409.15	455.65	502.15
165	-41.50	21.80	71.10	120.40	169.70	219.00	268.30	317.60	366.90	416.20	465.50	514.80	564.10
172	-13.15	52.95	105.05	157.15	209.25	261.35	313.45	365.55	417.65	469.75	521.85	573.95	626.05
179	15.20	84.10	139.00	193.90	248.80	303.70	358.60	413.50	468.40	523.30	578.20	633.10	688.00
186	43.55	115.25	172.95	230.65	288.35	346.05	403.75	461.45	519.15	576.85	634.55	692.25	749.95
193	71.90	146.40	208.90	267.40	327.90	388.40	448.90	509.40	569.90	630.40	690.90	751.40	811.90
200	100.25	177.55	240.85	304.15	367.45	430.75	494.05	557.35	620.65	683.95	747.25	810.55	873.85

THESE VALUES ARE ESTIMATES ONLY. The actual payment made by any of the products would not be equal to the estimates. Loss ratios are calculated using current year premiums and the estimates of payments. These values are for illustrative purposes only.

Agent: Jamie Wasemiller
 Cell Phone: 707-365-0601
 Email: jamie@gulkegroup.com



MarketCalc (Matrix)
 Version: 12.0.10 - Year: 2012
 Date: 12/5/2012 3:25:59 PM

State: ILLINOIS
 County: Winnebago
 Policy: RP
 Crop: Corn
 Premium: \$11.16-Options:

Practice: Non-Irrigated
 Type: Grain
 Cov. Level: 80% - \$ Cov.: 100%
 APHECY: 167.0

Acres: 1,000
 Spring Price: \$5.68
 Volatility: 0.22
 Input Cost: \$780

Avg. \$ Sold: \$6.00
 Bu. Sold: 41,750
 BU. % Sold: 25%
 Basis: (\$0.35)
 Forward APH: 167.0

Revenue Matrix (Puts and Calls)

Buy / Sell	Price	Option	Cost	# C.O.	Bushels	Contract
Sell	4.5	Put	0.1	28	140	December
Buy	6	Put	0.37	28	140	December

Sell/Puts	0.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00
Buy/Puts	172.20	116.20	60.20	4.20	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80

	4.40	4.80	5.20	5.60	6.00	6.40	6.80	7.20	7.60	8.00	8.40	8.80	9.20
25	302.20	253.50	190.80	128.10	65.40	58.70	52.00	45.30	38.60	31.90	25.20	18.50	11.80
32	282.95	237.05	177.15	117.25	57.35	53.45	49.55	45.65	41.75	37.85	33.95	30.05	26.15
39	263.70	220.60	163.50	106.40	49.30	48.20	47.10	46.00	44.90	43.80	42.70	41.60	40.50
46	244.45	204.15	149.85	95.55	41.25	42.95	44.65	46.35	48.05	49.75	51.45	53.15	54.85
53	225.20	187.70	136.20	84.70	33.20	37.70	42.20	46.70	51.20	55.70	60.20	64.70	69.20
60	205.95	171.25	122.85	73.85	25.15	32.45	39.75	47.05	54.35	61.65	68.95	76.25	83.55
67	186.70	154.80	108.90	63.00	17.10	27.20	37.30	47.40	57.50	67.60	77.70	87.80	97.90
74	167.45	138.35	95.25	52.15	9.05	21.95	34.85	47.75	60.65	73.55	86.45	99.35	112.25
81	148.20	121.90	81.80	41.30	1.00	16.70	32.40	48.10	63.80	79.50	95.20	110.90	126.60
88	128.95	105.45	67.95	30.45	-7.05	11.45	29.95	48.45	66.95	85.45	103.95	122.45	140.95
95	109.70	89.00	54.30	19.60	-16.10	6.20	27.50	48.80	70.10	91.40	112.70	134.00	155.30
102	90.45	72.55	40.65	8.75	-23.15	0.95	25.05	49.15	73.25	97.35	121.45	145.55	169.65
109	71.20	56.10	27.00	-2.10	-31.20	-4.30	22.60	49.50	76.40	103.30	130.20	157.10	184.00
116	51.95	39.65	13.35	-12.95	-39.25	-9.55	20.15	49.85	79.55	109.25	138.95	168.65	198.35
123	32.70	23.20	-0.30	-23.80	-47.30	-14.80	17.70	50.20	82.70	115.20	147.70	180.20	212.70
130	13.45	6.75	-13.95	-34.65	-55.35	-20.05	15.25	50.55	85.85	121.15	156.45	191.75	227.05
137	17.30	13.40	-4.50	-22.40	-40.30	-2.20	35.90	74.00	112.10	150.20	188.30	226.40	264.50
144	45.65	44.55	29.45	14.35	-0.75	40.15	81.05	121.95	162.85	203.75	244.65	285.55	326.45
151	74.00	75.70	63.40	51.10	38.80	82.50	128.20	169.90	213.60	257.30	301.00	344.70	388.40
158	102.35	106.85	97.35	87.85	78.35	124.85	171.35	217.85	264.35	310.85	357.35	403.85	450.35
165	130.70	138.00	131.30	124.60	117.90	167.20	216.50	265.80	315.10	364.40	413.70	463.00	512.30
172	159.05	168.15	165.25	161.35	157.45	209.55	261.85	313.75	365.85	417.95	470.05	522.15	574.25
179	187.40	200.30	199.20	198.10	197.00	251.90	306.80	361.70	416.60	471.50	526.40	581.30	636.20
186	215.75	231.45	233.15	234.85	236.55	284.25	351.95	409.65	467.35	525.05	582.75	640.45	698.15
193	244.10	262.60	267.10	271.60	276.10	336.60	397.10	457.60	518.10	578.60	639.10	699.60	760.10
200	272.45	293.75	301.05	308.35	315.65	378.95	442.25	505.55	568.85	632.15	695.45	758.75	822.05

THESE VALUES ARE ESTIMATES ONLY. The actual payment made by any of the products would not be equal to the estimates. Loss ratios are calculated using current year premiums and the estimates of payments. These values are for illustrative purposes only.

Agent: Jamie Wassmiller
 Cell Phone: 707-365-0601
 Email: jamie@gulkegroup.com



MarketCalc (Matrix)
 Version: 12.0.10 - Year: 2012
 Date: 12/6/2012 2:10:42 PM

State: ILLINOIS
 County: Winnebago
 Policy: RP
 Crop: Corn
 Premium: \$11.16-Options:

Practice: Non-Irrigated
 Type: Grain
 Cov. Level: 80% - \$ Cov.: 100%
 APH/ECY: 167.0

Acres: 1,000
 Spring Price: \$5.68
 Volatility: 0.22
 Input Cost: \$780

Avg. \$ Sold: \$6.00
 Bu. Sold: 41,750
 BU. % Sold: 25%
 Basis: (\$0.35)
 Forward APH: 167.0

Revenue Matrix (Puts and Calls)

Buy / Sell	Price	Option	Cost	# C.O.	Bushels	Contract
Sell	4.5	Put	0.1	28	140	December
Buy	6	Put	0.37	28	140	December
Sell	7.8	Futures	0	28	140	December
Sell	7.6	Call	0.28	28	140	December

Sell/Puts	0.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00
Buy/Puts	172.20	118.20	60.20	4.20	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80
Sell/Futures	476.00	420.00	364.00	308.00	252.00	196.00	140.00	84.00	28.00	-28.00	-84.00	-140.00	-196.00
Sell/Call	39.20	39.20	39.20	39.20	39.20	39.20	39.20	39.20	39.20	-16.80	-72.80	-128.80	-184.80

	4.40	4.80	5.20	5.60	6.00	6.40	6.80	7.20	7.60	8.00	8.40	8.80	9.20
25	817.40	712.70	604.00	475.30	358.60	283.90	231.20	188.50	108.80	-12.90	-131.80	-250.30	-389.00
32	798.15	696.25	580.35	464.45	348.55	288.65	228.75	188.85	108.95	-8.95	-122.85	-238.75	-354.65
39	778.90	679.80	566.70	453.60	340.50	283.40	226.30	189.20	112.10	-1.00	-114.10	-227.20	-340.30
46	759.65	663.35	553.05	442.75	332.45	278.15	223.85	189.55	115.25	4.95	-105.35	-215.65	-325.95
53	740.40	646.90	539.40	431.90	324.40	272.90	221.40	189.90	118.40	10.90	-96.60	-204.10	-311.60
60	721.15	630.45	525.75	421.05	316.35	267.65	218.95	170.25	121.55	16.85	-87.85	-192.55	-297.25
67	701.90	614.00	512.10	410.20	308.30	262.40	216.50	170.60	124.70	22.80	-79.10	-181.00	-282.90
74	682.65	597.55	498.45	399.35	300.25	257.15	214.05	170.95	127.85	28.75	-70.35	-169.45	-268.55
81	663.40	581.10	484.80	388.50	292.20	251.90	211.60	171.30	131.00	34.70	-61.60	-157.90	-254.20
88	644.15	564.65	471.15	377.65	284.15	246.65	209.15	171.65	134.15	40.65	-52.85	-146.35	-239.85
95	624.90	548.20	457.50	366.80	276.10	241.40	206.70	172.00	137.30	46.60	-44.10	-134.80	-225.50
102	605.65	531.75	443.85	355.95	268.05	236.15	204.25	172.35	140.45	52.55	-35.35	-123.25	-211.15
109	586.40	515.30	430.20	345.10	260.00	230.90	201.80	172.70	143.60	58.50	-26.60	-111.70	-196.80
116	567.15	498.85	416.55	334.25	251.95	225.65	199.35	173.05	146.75	64.45	-17.85	-100.15	-182.45
123	547.90	482.40	402.90	323.40	243.90	220.40	196.90	173.40	149.90	70.40	-9.10	-88.60	-168.10
130	528.65	465.95	389.25	312.55	235.85	215.15	194.45	173.75	153.05	76.35	-0.35	-77.05	-153.75
137	509.40	449.50	375.70	301.70	227.80	209.90	192.00	174.10	156.20	82.30	10.40	-65.40	-139.40
144	490.15	433.05	362.15	290.85	219.95	204.65	189.55	174.45	159.35	88.25	21.55	-53.85	-125.15
151	470.90	416.60	348.60	280.00	212.00	199.40	187.00	174.80	162.50	94.20	32.70	-42.30	-110.90
158	451.65	400.15	335.05	269.15	204.05	194.15	184.55	175.15	165.65	100.15	43.85	-30.75	-97.15
165	432.40	383.70	321.50	258.30	196.20	189.00	181.70	175.50	168.80	106.10	55.00	-19.20	-83.40
172	413.15	367.25	307.95	247.45	188.35	183.75	178.85	175.85	171.95	112.05	66.15	-7.65	-69.65
179	393.90	350.80	294.40	236.60	180.50	178.60	176.00	176.20	174.10	118.00	77.30	3.90	-55.90
186	374.65	334.35	280.85	225.75	172.65	173.45	173.15	176.50	174.45	124.05	88.45	15.05	-42.15
193	355.40	317.90	267.30	214.90	164.80	168.30	170.30	176.85	174.80	130.10	99.60	26.20	-28.40
200	336.15	301.45	253.75	204.05	156.95	163.15	167.45	177.20	175.15	136.15	110.75	37.35	-14.65

THESE VALUES ARE ESTIMATES ONLY. The actual payment made by any of the products would not be equal to the estimates. Loss ratios are calculated using current year premiums and the estimates of payments. These values are for illustrative purposes only.

Agent: Jamie Wasemiller
 Cell Phone: 707-365-0601
 Email: jamie@gulkegroup.com



MarketCalc (Matrix)
 Version: 12.0.10 - Year: 2012
 Date: 12/6/2012 9:29:48 AM

State: ILLINOIS
 County: Winnebago
 Policy: No Insurance
 Crop: Corn

Acres: 1,000
 Input Cost: \$780

Avg. \$ Sold: \$6.90
 Bu. Sold: 83,500
 BU. % Sold: 50%
 Basis: (\$0.35)
 Forward APH: 167.0

Revenue Matrix (Puts and Calls)

Buy / Sell	Price	Option	Cost	# C.O.	Bushels	Contract
Sell	4.5	Put	0.1	28	140	December
Buy	6	Put	0.37	28	140	December
Sell	7.8	Futures	0	28	140	December
Sell	7.6	Call	0.28	28	140	December

Sell/Puts	0.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	14.00	
Buy/Puts	172.20	116.20	60.20	4.20	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	-51.80	
Sell/ Futures	476.00	420.00	364.00	308.00	252.00	196.00	140.00	84.00	28.00	-28.00	-84.00	-140.00	-196.00
Sell/Call	39.20	39.20	39.20	39.20	39.20	39.20	39.20	39.20	39.20	-16.80	-72.80	-128.80	-184.80

P. Yield	4.40	4.80	5.20	5.60	6.00	6.40	6.80	7.20	7.60	8.00	8.40	8.80	9.20
25	248.63	126.23	-10.18	-146.68	-280.98	-380.38	-439.78	-519.18	-608.58	-733.98	-889.38	-1,004.78	-1,140.18
32	274.98	158.38	23.77	-108.83	-241.43	-318.03	-394.63	-471.23	-547.83	-680.43	-813.03	-945.63	-1,078.23
39	303.33	187.53	57.72	-72.08	-201.88	-275.68	-349.48	-423.28	-497.08	-626.88	-756.68	-886.48	-1,016.28
46	331.68	218.68	91.67	-35.33	-162.33	-233.33	-304.33	-375.33	-446.33	-573.33	-700.33	-827.33	-954.33
53	360.03	249.83	125.63	1.43	-122.78	-190.98	-259.18	-327.38	-395.58	-519.78	-643.98	-768.18	-892.38
60	388.38	280.98	159.58	38.18	-83.23	-148.63	-214.03	-279.43	-344.83	-466.23	-587.63	-709.03	-830.43
67	416.73	312.13	193.53	74.93	-43.68	-108.28	-168.88	-231.48	-294.08	-412.68	-531.28	-649.88	-768.48
74	445.08	343.28	227.48	111.68	-4.13	-83.93	-123.73	-183.53	-243.33	-359.13	-474.93	-590.73	-708.53
81	473.43	374.43	261.43	148.43	35.43	-21.58	-78.58	-135.58	-192.58	-305.58	-418.58	-531.58	-644.58
88	501.78	405.58	295.38	185.18	74.98	20.77	-33.43	-87.63	-141.83	-252.03	-362.23	-472.43	-582.63
95	530.13	436.73	329.33	221.93	114.53	63.12	11.73	-39.68	-91.08	-198.48	-305.88	-413.28	-520.68
102	558.48	467.88	363.28	258.68	154.08	105.48	56.88	8.27	-40.33	-144.93	-249.53	-354.13	-458.73
109	586.83	499.03	397.23	295.43	193.63	147.63	102.03	56.23	10.43	-91.38	-193.18	-294.98	-396.78
116	615.18	530.18	431.18	332.18	233.18	190.18	147.18	104.18	61.18	-37.83	-138.83	-236.83	-334.83
123	643.53	561.33	465.13	368.93	272.73	232.53	192.33	152.13	111.93	15.72	-80.48	-176.68	-272.88
130	671.88	592.48	499.08	405.68	312.28	274.88	237.88	200.08	162.68	69.27	-24.13	-117.53	-210.93
137	700.23	623.63	533.03	442.43	351.83	317.23	282.63	248.03	213.43	122.83	32.22	-58.38	-148.98
144	728.58	654.78	566.98	479.18	391.38	359.58	327.78	295.98	264.18	178.38	88.57	0.77	-87.03
151	756.93	685.93	600.93	515.93	430.93	401.93	372.93	343.93	314.93	229.93	144.93	59.92	-25.07
158	785.28	717.08	634.88	552.68	470.48	444.28	418.08	391.88	365.88	283.48	201.28	119.08	36.88
165	813.63	748.23	668.83	589.43	510.03	486.63	463.23	439.83	416.43	337.03	257.63	178.23	98.83
172	841.98	779.38	702.78	626.18	549.58	528.98	508.38	487.78	467.18	390.58	313.98	237.38	160.78
179	870.33	810.53	736.73	662.93	589.13	571.33	553.53	535.73	517.93	444.13	370.33	296.53	222.73
186	898.68	841.68	770.68	699.68	628.68	613.68	598.68	583.68	568.68	497.68	426.68	355.68	284.68
193	927.03	872.83	804.63	736.43	668.23	656.03	643.83	631.63	619.43	551.23	483.03	414.83	346.63
200	955.38	903.68	838.58	773.18	707.78	698.38	688.98	679.58	670.18	604.78	539.38	473.98	408.58

THESE VALUES ARE ESTIMATES ONLY. The actual payment made by any of the products would not be equal to the estimates. Loss ratios are calculated using current year premiums and the estimates of payments. These values are for illustrative purposes only.

Combine Insurance & Marketing

- The combination of insurance and marketing is a powerful tool in creating a marketing plan that will help maximize the profitability of a farmer's operation.
- Monitoring your hedging together with crop insurance gives you a better understanding of your revenue/risk position throughout the year.



Jamie Wasemiller

707-365-0601

Jamie@GulkeGroup.com

www.gulkegroup.com