Rainfall Index and Margin Protection Insurance Plans

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PRF Insurance: background

- Pasture, Rangeland, and Forage coverage
- Program of Risk Management Agency (USDA)
- Started as a pilot program in 2007
- Available in Kansas since 2009
- Insures land for grazing or having
 - Established acreage of perennial forage
 - Intended for grazing by livestock OR haying
 - Acreage must be <u>suitable</u> for intended use



The PRF numbers for Kansas...

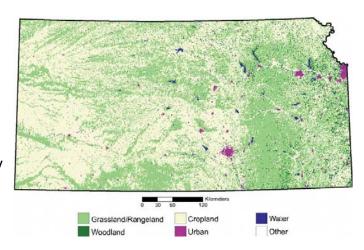
15.5 million acres of permanent pasture

308,000 acres of woodland pastures

2.2 million acres of alfalfa, tame & wild hay

18.0 million acres eligible for PRF

Source: 2012 Census of Agriculture





How much is 18 million acres?

Crop	Acres planted In 2016	Acres insured In 2016	% insured In 2016
Wheat	8.3 million	7.6 million	92
Grain sorghum	2.8 million	2.5 million	90
Corn	5.0 million	4.7 million	93
Soybeans	4.0 million	3.2 million	81
Total BIG 4 crops	20.1 million	18.0 million	90
Pasture & perennial forages	18.0 million	808,026	4.5

Source: Risk Management Agency, USDA



PRF Insurance: background

- Sold by private insurance agents
- Significant premium subsidy
 - 51-59% paid by USDA
- Uses dollar coverage per acre
 - Intended to pay for replacement feed
- Area-based: uses a grid system



PRF Insurance: coverage features

- Single peril: only insures precipitation
- Other perils aren't insured
 - Fire
- Hail
- Heat
- Insects
- Disease
- Plant vigor
- Guarantee from 70% to 90% of normal precip



PRF uses a rainfall index

- Convert precipitation amounts to an index:
 - Simply express actual rainfall amount as a *percent of long-term normal* rainfall

Example:

- long term normal rain for two-month period is 6 inches
- actual rain is 4.5 inches for that time
- your index is 75 (= 4.5/6 x 100)
- If actual rainfall index falls below guaranteed level, the insurance pays an indemnity



But why insure precipitation?

- <u>PROBLEM</u>: how can we insure forage production when we usually don't measure pasture / forage output?
- <u>ANSWER</u>: use another measure as a proxy for forage production
 - "Meaningful" will closely reflect forage production
 - "Measureable" feasible to obtain, understandable, even have "official" values



Whose rainfall?

- Uses NOAA Climate Prediction Center data
 - Minimum of 6,000 stations reporting daily, usually over 15,000 stations report daily across US
- Uses multiple stations to calculate a composite precip value for each grid area
 - 4 closest reporting stations used
 - Don't rely on just 1 station
 - NOAA performs grid calculations



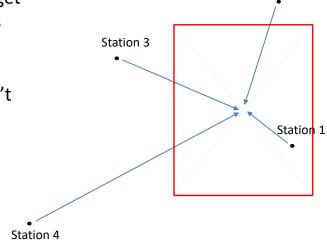
Area-based coverage: find your grid

- 0.25 degrees longitude x 0.25 degrees latitude
- If your land lies in 2 adjacent grids, you can insure it in one or the other, or split it into both
- Only one composite rainfall value for entire grid



Precipitation amount weighted by distance from grid center

- Closer stations get bigger weights
- Your location in the grid doesn't matter





Station 2

PRF Insurance: time periods

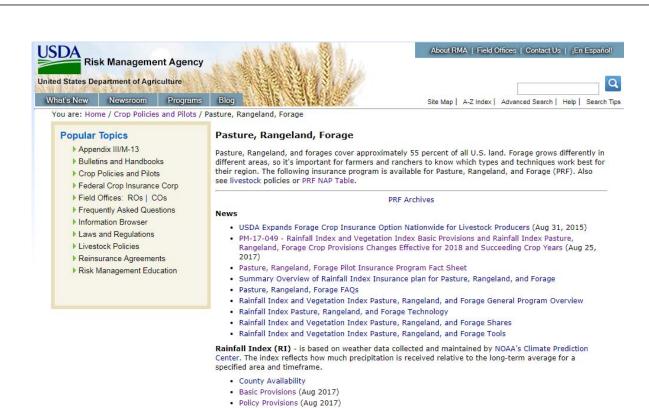
- Policy runs January to December
- <u>Pick</u> time periods you want to insure
 - at least two 2-month intervals (no overlap)
- Allocate \$ coverage across selected intervals
 - maximum allocation of 60%, minimum of 10%



Online resources

- RMA info on PRF www.rma.usda.gov/policies/pasturerangeforage/
- Grid locator, Decision Support Tool https://prodwebnlb.rma.usda.gov/apps/prf



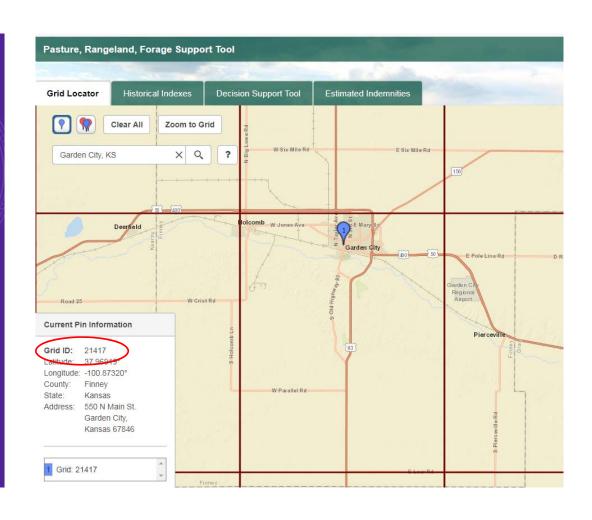


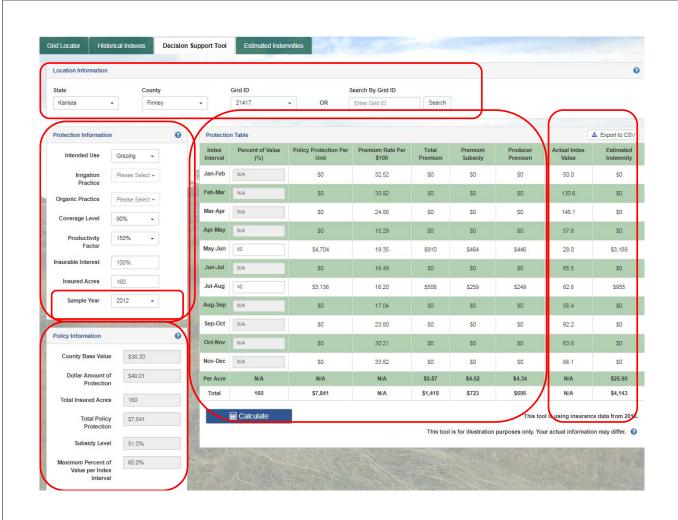
Contact Information

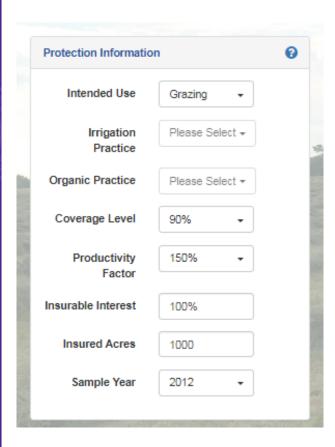
For more information regarding these programs, contact a qualified Crop Insurance Agent.

For more information regarding the contents of this page, contact RMA.

· Grid ID Locator, Decision Support Tool, Historical Indices







Intended Use:

- haying or grazing

Coverage Level:

- 70% to 90%

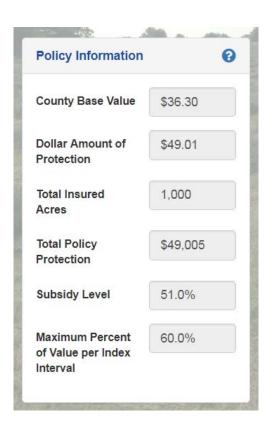
Productivity Factor:

- 60% to 150%

Insurable interest:

100% = full ownership





County Base Value

= base \$ value of production per acre; set by RMA

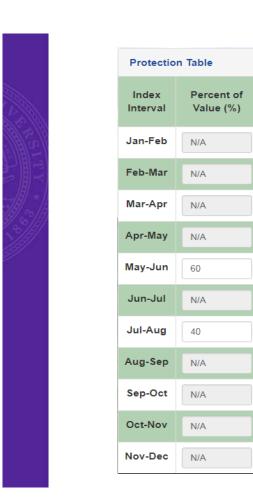
Dollar Amount of Protection

- = County Base Value
 - x Productivity Factor %
 - x Guarantee Level %

Total Policy Protection

- = Dollar Amount of Protection
 - x Total Insured Acres





INDEX INTERVALS

- Time periods for which you insure rainfall
- Must choose at least two
- intervals
- Must <u>allocate</u> % of dollar coverage to each (max 60%, min 10%)

Which periods? What allocation?



Protectio	n Table					
Index Interval	Percent of Value (%)	Policy Protection Per Unit	Premium Rate Per \$100	Total Premium	Premium Subsidy	Producer Premium
Jan-Feb	N/A	\$0	32.52	\$0	\$ 0	\$0
Feb-Mar	N/A	\$0	30.92	\$0	\$0	\$0
Mar-Apr	N/A	\$0	24.88	\$0	\$ 0	\$0
Apr-May	N/A	\$0	18.29	\$0	\$0	\$0
May-Jun	60	\$29,403	19.35	\$5,689	\$2,902	\$2,787
Jun-Jul	N/A	\$0	16.49	\$0	\$0	\$0
Jul-Aug	40	\$19,602	16.20	\$3,176	\$1,620	\$1,556
Aug-Sep	N/A	\$0	17.04	\$0	\$0	\$0
Sep-Oct	N/A	\$0	23.80	\$0	\$ 0	\$0
Oct-Nov	N/A	\$0	30.21	\$0	\$0	\$0
Nov-Dec	N/A	\$0	33.82	\$0	\$ 0	\$0
Per Acre	N/A	N/A	N/A	\$8.87	\$4.52	\$4.34
Total	1,000	\$49,005	N/A	\$8,865	\$4,521	\$4,343



≛ Ex	port to CSV
Actual Index Value	Estimated Indemnity
50.0	\$0
130.6	\$0
148.1	\$0
57.6	\$0
29.0	\$19,929
65.5	\$0
62.6	\$5,968
56.4	\$0
92.2	\$0
63.8	\$0
66.1	\$0
N/A	\$25.90
N/A	\$25,896

RESULTS FOR 2012

Coverage level = 90%

May-Jun:

Actual Index = 29.0

Payment Factor = (90 - 29.0) = .6778 90

Indemnity =
Payment Factor
x \$ Policy Protection

= .6778 x \$29,403 = \$19,929

KANSAS STATE

Insuring Haying Lands

- Perennial hay crops can be insured
 - Alfalfa
 - Grass hay meadows
 - Much higher \$ value per acre
- Irrigated or non-irrigated
 - <u>Non-irrigated</u> dollar coverage based on value of forage, like pasture
 - <u>Irrigated</u> dollar coverage based on additional cost of pumping needed to obtain ordinary production



Would PRF be a good risk management tool for me?

- How accurately do the PRF indices reflect actual drought in my location?
- Which index intervals and coverage allocations should I use? Which guarantee levels? Dollar amount per acre?
- Would PRF provide adequate funds to purchase replacement feed during bad years?



Historical Index Values: do they reflect your drought experience?

Index Values - Percent of Normal ?							≛ Expo	ort to CSV			
Year	Jan-Feb	Feb-Mar	Mar-Apr	Apr-May	May-Jun	Jun-Jul	Jul-Aug	Aug-Sep	Sep-Oct	Oct-Nov	Nov-Dec
2016	35.3	17.6	174.9	136.8	97.0	189.5	168.4	64.9	14.0	3.1	36.5
2015	112.0	52.1	29.4	184.2	161.2	128.2	156.9	80.6	137.7	232.9	173.5
2014	29.0	20.5	30.3	27.0	153.7	201.4	107.7	109.4	135.4	88.7	39.9
2013	58.5	21.9	18.2	32.8	54.5	63.3	138.1	208.6	126.0	96.1	78.4
2012	50.0	130.6	148.1	57.6	29.0	65.5	62.6	56.4	92.2	63.8	66.1
2011	54.6	52.4	75.7	52.9	37.0	37.4	57.7	71.0	49.5	72.4	171.0
2010	142.5	157.0	134.4	110.1	70.0	55.5	80.5	64.8	29.0	28.5	21.7
2009	14.0	102.2	217.1	131.2	100.0	129.6	99.5	86.2	161.9	187.6	46.8
2008	71.9	38.3	51.8	81.4	89.0	74.3	89.5	99.6	212.5	290.4	33.1
2007	178.0	128.2	167.8	99.2	60.3	62.0	68.4	120.4	114.2	26.8	92.8
2006	31.0	68.1	69.3	53.9	64.5	89.4	116.1	103.9	127.6	134.7	495.3
2005	176.2	80.5	58.2	88.8	86.1	82.3	87.8	86.1	141.6	142.7	10.4
2004	52.8	132.2	151.5	68.1	128.1	203.8	179.3	191.6	157.4	138.7	147.5
2003	51.2	107.5	92.7	98.2	126.8	96.1	83.0	102.1	35.2	3.9	27.5
2002	51.8	23.9	58.2	55.7	42.2	62.3	84.8	100.9	129.0	106.0	37.9
2001	162.6	107.0	97.1	199.5	156.2	87.6	85.5	58.5	38.2	9.9	23.5

Index intervals? Allocation?

- When does the pasture need the rain?
 - Pasture composition: warm season vs. cool season
- Selecting more periods: reduces chances of collecting no indemnity
- Premium cost
 - Rainfall is least variable (in % terms) in warmer months → lower premiums



Premium costs

- Rates vary by month and guarantee level
 - Figures shown are pre-subsidy rates

Premium rates for grid 21413

ca a.c 6 a = 1.10											
	90%	85%	80%	75%	70%						
Jan-Feb	32.52	30.73	28.76	26.55	24.21						
Feb-Mar	30.92	29.07	27.20	25.38	23.44						
Mar-Apr	24.88	23.17	21.41	19.63	18.23						
Apr-May	18.29	16.68	14.82	12.73	10.66						
May-Jun	19.35	17.59	15.81	14.04	12.31						
Jun-Jul	16.49	14.54	12.71	10.67	8.72						
Jul-Aug	16.20	14.55	13.00	11.55	9.73						
Aug-Sep	17.04	15.41	13.86	12.36	10.61						
Sep-Oct	23.80	22.23	20.62	18.99	17.42						
Oct-Nov	30.21	28.54	26.77	24.95	23.15						
Nov-Dec	33.82	32.21	30.43	28.62	28.86						





Guarantee levels?

- Probability of loss varies by month and guarantee level
- Probability of payment: Grid 21417

Index											
Value	Jan-Feb	Feb-Mar	Mar-Apr	Apr-May	May-Jun	Jun-Jul	Jul-Aug	Aug-Sep	Sep-Oct	Oct-Nov	Nov-Dec
< 90	0.565	0.580	0.464	0.449	0.449	0.464	0.464	0.435	0.449	0.551	0.536
< 85	0.551	0.536	0.464	0.420	0.420	0.435	0.391	0.377	0.435	0.507	0.536
< 80	0.551	0.493	0.435	0.391	0.391	0.406	0.304	0.319	0.406	0.493	0.536
< 75	0.551	0.464	0.406	0.333	0.362	0.348	0.275	0.290	0.391	0.464	0.478
< 70	0.493	0.449	0.391	0.319	0.319	0.304	0.246	0.246	0.348	0.420	0.464

Source: Historical Indices, PRF Decision Support Tool Years 1948-2016, checked September 2017



\$\$\$ for feed

- Risk reduction: less need for culling herd in bad years
- Hay price, transportation cost are both factors
- How much extra feed might I need?
 - Feed price
 - · Number of head, daily consumption
 - Days of feed provided by insurance indemnity



How much feed could I buy?

Insurance indemnity	\$25,896			
No. of acres	1,000			
Stocking rate: acres/head	11			
No. of head	91			
Daily lbs consumed / head	30			
Hay price per ton	\$75	\$100	\$125	\$150
Tons of hay purchased	345.3	259.0	207.2	172.6
Days of feed provided	253	190	152	127



Long-term perspective on PRF

- Most KS locations will have good protection in <u>widespread drought</u>, may have hit-or-miss experience in <u>spotty years</u>
- Will come out ahead <u>in long run</u> due to premium subsidy
 - Most grids: about \$1.50 \$2.00 back for every \$1.00 paid in

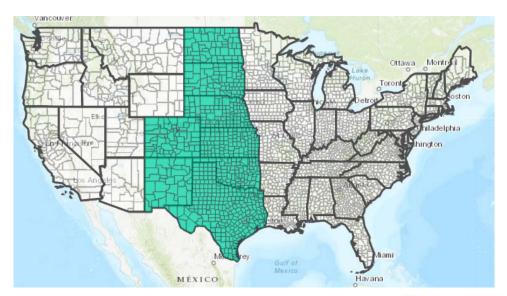


Use the Decision Support Tool to evaluate your options

- Compare your experience with the historical indices
- Consider \$\$ needed for replacement feed
- Compare coverage options
- November 15 is sales deadline



Annual Forage Rainfall Index coverage available here in 2018





Annual Forage coverage

- Crop's intended use is feed or fodder, including:
 - Grazing, haying, silage, green chop
 - Any other method that results in livestock feed
 - Required to cover all insurable acres (unlike PRF)
 - Don't need yield history
- Similar product to PRF
 - Uses same grid areas, index values, premium rates, guarantee levels, etc.



Annual Forage: coverage features

- Coverage levels
 - Rainfall guarantees: 70% to 90% of normal
 - County Base Values: higher \$\$\$ amounts (>\$200/a)
- Also has a low level "catastrophic" level
 - Called CAT coverage (vs. buy-up)
 - Trigger is 65% of normal rainfall over <u>entire growing</u> <u>season</u>
 - \$\$\$ coverage = CBV x 65% covg level x 45% prod factor
 - Fee is \$300 per county
 - No CAT coverage for grazing



Growing seasons and dates

Sales Closing Date is <u>July 15</u> each year Index intervals and allocations must be selected at this time

Growing Season	Planting Dates	Rainfall months	Acreage reporting date
1	Jul 16 – Oct 15	September to March	Oct 15
2	Oct 16 – Jan 15	December to June	Jan 15
3	Jan 16 – Apr 15	March to September	Apr 15
4	Apr 16 – Jul 15	June to November	Jul 15



Annual Forage: coverage decisions

- 6 or 7 months in growing season
- 5 or 6 index intervals in each growing season
- Maximum allocation of 40% to any interval (in Kansas)
 - Must select at least 3 intervals (e.g., 40-40-20)
 - All or nearly all growing season months will be covered



Online resources

- RMA info on Annual Forage www.rma.usda.gov/policies/ri-vi/annualforage.html
- Grid locator, Decision Support Tool http://maps.agforceusa/af/ri/



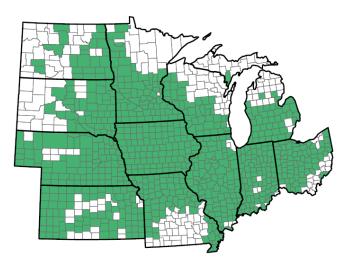
Margin Protection Plan: BACKGROUND

- Authorized by the 2014 Farm Bill
- RMA pilot program: stage of testing and refinement
- · Sold by private insurance companies, subsidized premium
- Area-based: uses county yields
- Offered for first time in 2016
 - · CORN and SOYBEANS: only available in Iowa
 - WHEAT (spring wheat areas of Northern Plains; not in KS)
 - RICE
- Major expansion for 2018 crop year
 - Available for corn and soybeans in KS for most counties



Corn Expansion in 2018

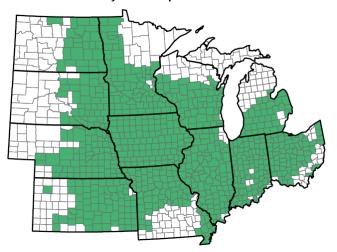






Soybeans Expansion in 2018

Soybeans Expansion Area





What is Margin Protection?

 MP is an insurance plan that provides coverage against an <u>unexpected decrease in operating</u> <u>margin</u>

Margin = revenue - input costs

- Loss could be triggered by:
 - decline in crop price
 - decline in yield
 - increase in costs
 - some combination of these



Some MP coverage features

- Guarantee levels: 70% to 95%
 - Very low deductible is available
- Protection Factors: 0.80 to 1.20
 - Similar to area coverage plans (Area Yield Protection or Area Revenue Protection)
- Harvest Price Option available
 - If October (Harvest) price is higher than Projected Price, use Harvest Price in calculating Expected Margin

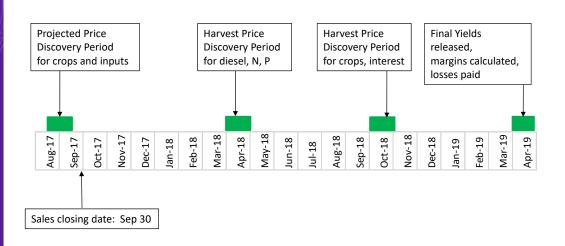


What input costs are covered?

- Diesel
- Urea (N)
- Diammonium phosphate, or DAP (P)
- Potash (K)
- Interest
- Other costs: includes seed, lubrication, herbicides, machinery



Margin Protection timeline





MP is area-based

- MP does <u>not</u> use your own yield and input information
- For yield, MP uses the county yield
 - Effective coverage: how well does your yield track with the county average yield?
- Input amounts for diesel, N-P-K are a function of the county yield
 - Plug your Expected County Yield into formulas to get input quantities
 - All growers in a county are assumed to have the same input costs



Example cost calculations: CORN

Non-irrigated corn

Expected County Yield = 140 bu/a

INPUT	QUANTITY	PRICE	COST	
Diesel	8.1 gal	\$1.507 /gal	\$12.20/a	
Urea	252.6 lbs	\$175.00 /ton	\$22.10/a	
DAP	106.5 lbs	\$315.00 /ton	\$16.78/a \$9.54/a	
Potash	58.3 lbs	\$327.25 /ton		
Other costs			\$206.90/a	
Sub-total			\$267.53/a	
Interest		7.49%	\$10.02/a	
TOTAL			\$277.55/a	



Example cost calculations: SOYBEANS

Non-irrigated soybeans

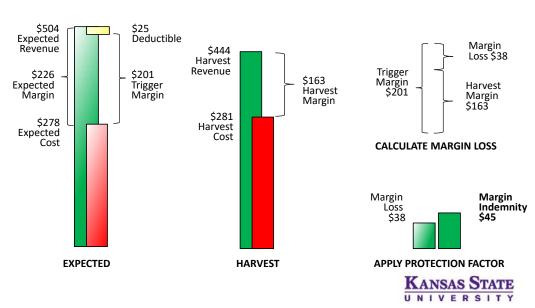
Expected County Yield = 40 bu/a

INPUT	QUANTITY	PRICE	COST
Diesel	6.5 gal	\$1.507 /gal	\$9.79/a
Urea			
DAP	63.5 lbs	\$315.00 /ton	\$10.00/a
Potash	73.3 lbs	\$327.25 /ton	\$12.00/a
Other costs			<u>\$111.50/a</u>
Sub-total			\$143.29/a
Interest		7.49%	<u>\$5.37/a</u>
TOTAL			\$148.66/a

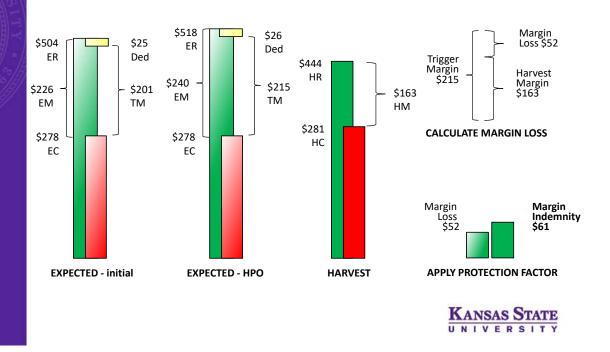


MP, graphically (no HPO)

Expected Yield = 140 bu/a Projected Price = \$3.60/bu Expected Cost = \$278/a Final Yield = 120 bu/a Harvest Price = \$3.70/bu Harvest Cost = \$281/a



MP, with Harvest Price Option



Finney County: irrigated corn, MP + RP

				95%	90%	85%	80%	75%	/0%
MP	pre	miums,	\$/a	\$35.84	\$27.10	\$18.13	\$11.29	\$7.86	\$5.06
RP* prem	ium	ıs, \$/a		Premium cr	edits, \$/a				
85%	\$	34.53		\$6.56	\$6.20	\$5.07	\$3.82	\$3.17	\$2.38
80%	\$	23.19		\$3.57	\$3.51	\$3.02	\$2.40	\$2.06	\$1.58
75%	\$	15.83		\$1.69	\$1.69	\$1.52	\$1.27	\$1.15	\$0.91
70%	\$	10.90		\$0.69	\$0.69	\$0.63	\$0.55	\$0.52	\$0.44
65%	\$	7.99		\$0.25	\$0.25	\$0.22	\$0.20	\$0.19	\$0.17

Assumes farm yield of 182 bu/a, Expected County Yield = 170.7 bu/a, 2018 corn price of \$3.95*; RP premiums estimated using RMA Cost Estimator*, other values downloaded from *MarginProtection.com* on September 26, 2017

75% **RP** + 85% **MP** = \$15.83 + \$18.13 - \$1.52 = \$32.44



How does MP stack up vs. other plans?

- Very low deductible available
- More frequent payouts
- Protects against rising input costs
- More expensive
- Based on county yield
- Longer coverage period
- Price changes for only a few inputs covered



For more information...

- Risk Management Agency, USDA: Margin Protection page www.rma.usda.gov/policies/mp/
- MarginProtection.com: price discovery, estimates for premiums, credits
 www.marginprotection.com



Questions? Comments? Thank you!

Dr. Monte Vandeveer

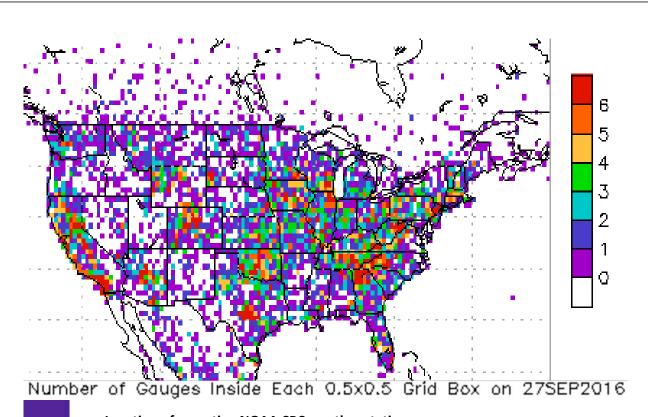
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Location of reporting NOAA CPC weather stations http://www.cpc.ncep.noaa.gov/products/Precip_Monitoring/Figures/NAMS/NAMS_curr.p.gnum.gif

