

Revenue Management Update

Tuesday, April 12, 2016

Will ARC-CO Provide Support in 2016?

We're all concerned going into 2016 about production margins in agriculture. With big planted acres projected by USDA in its March 31 Prospective Plantings Report (top right), it only increases the focus on market prices. The new farm programs – PLC & ARC – have provided some support in their first two years. Will they continue to provide support in 2016?

The big advantage ARC had over PLC for crops like corn & soybeans the first two years of the farm bill was <u>price</u>. The 5-year Olympic average prices those years were well above the PLC reference prices, and well above the market prices, which triggered ARC payments in many counties for both crops.

Diversified Services Marketing Group	PLC Ref Price	5-Year Oly Avg	Change vs '15	times 86%
Corn	\$3.70	\$4.79	-50 cents	\$4.11
Soybeans	\$8.40	\$11.87	-40 cents	\$10.20
Wheat	\$5.50	\$6.70	+10 cents	\$5.76
Sorghum	\$3.95	\$4.77	-31 cents	\$4.10
Barley	\$4.95	\$5.64	+21 cents	\$4.85
LG Rice	\$14.00	\$14.20	-0.47 cents	\$12.20
Cotton	N/A	N/A		N/A

The red numbers in the table above show what the current 2016 5-year Olympic average prices would be, the changes vs 2015, and 86% of the price, which is the effective trigger for ARC. Though the corn, soybean, & sorghum prices are down significantly, these prices are still well above current market prices, and could give us some support this year.

The matrixes at right show payment possibilities for corn & soybeans for 2016 crops. *IF* the final county yield were to match the county's 5-year Olympic average, then MYA prices below \$4.11 and \$10.20 respectively would start to trigger ARC payments. Under the same scenario, corn MYA price could fall to \$3.64 before maximum payments would be met, and soybeans to \$9.02. Now if county yields are *higher* than the 5-year Olympic average, then the trigger MYA prices for ARC payments would drop.

The 2016 MYA price is set from <u>September 1</u>, <u>2016 thru August 31</u>, <u>2017</u>, so there's a *long* time and a lot that can happen until MYA prices are final. But it's good to know that both ARC and PLC can still provide producers some price support in the year ahead.

Nine Major Crops

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>	2009
Corn	93.6	88	90.6	95.5	97.2	91.9	88.2	86.5
Soybeans	82.2	82.7	83.7	76.5	77.2	75	77.4	77.5
Wheat	49.6	54.6	56.8	56.1	55.7	54.4	53.6	59.1
Milo	7.2	8.5	7.1	8.1	6.2	5.5	5.4	6.6
Oats	2.75	3.1	2.7	3	2.8	2.5	2.9	3.4
Barley	3.14	3.6	3	3.5	3.6	2.6	3.1	3.6
Hay	54.3	54.44	57	58.2	56.2	55.6	59.6	59.7
Sun	1.7	1.86	1.7	1.6	1.9	1.5	2.1	2.1
<u>Cotton</u>	<u>9.6</u>	<u>8.6</u>	<u>11</u>	<u>10.4</u>	12.3	14.7	10.9	<u>9</u>
Major Crops	304.09	305.4	313.6	312.9	313.1	303.7	303.2	307.5

DiversifiedCrop Insurance Services

2016 ARC-County Matrix for Corn

8.61/	A Duine	Т	County Average Yield from FSA (planted & considered planted acres)																			
MYA Price				130		140		150		160		170		180		190		200		210		220
\$	4.60		\$	86.22	•	86.22	\$	51.49	\$	5.49												
\$	4.50		\$	86.22	(4)	86.22	\$	66.49	4	21.49												
\$	4.40		\$	86.22	4	86.22	\$	81.49	4	37.49												
\$	4.30		\$	86.22	4	86.22	\$	86.22	4	53.49	\$	10.49										
\$	4.20		\$	86.22	\$	86.22	\$	86.22	4	69.49	\$	27.49										
\$	4.11		\$	86.22	\$	86.22	\$	86.22	4	83.89	\$	42.79	\$	1.69								
\$	4.00		\$	86.22	\$	86.22	\$	86.22		86.22	\$	61.49	\$	21.49								
\$	3.90	Ŀ	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	78.49	\$	39.49	\$	0.49						
\$	3.80		\$	86.22	\$	86.22	\$	86.22	4	86.22	\$	86.22	\$	57.49	\$	19.49						
\$	3.70		\$	86.22	4	86.22	\$	86.22	6	86.22	\$	86.22	(75.49	\$	38.49	ø	1.49				
\$	3.64		\$	86.22	\$	86.22	\$	86.22	4	86.22	\$	86.22	4	86.22	\$	49.89	ø	13.49				
\$	3.50		\$	86.22	4	86.22	\$	86.22	4	86.22	\$	86.22	\$	86.22	\$	76.49	4	41.49	\$	6.49		
\$	3.40		\$	86.22	4	86.22	\$	86.22	4	86.22	\$	86.22	(86.22	\$	86.22	4	61.49	\$	27.49		
\$	3.30		\$	86.22	\$	86.22	\$	86.22	4	86.22	\$	86.22	\$	86.22	\$	86.22	4	81.49	\$	48.49	\$	15.49
\$	3.20		\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	69.49	\$	37.49
\$	3.10		\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	59.49
\$	3.00		\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	86.22	\$	81.49

5-year Olympic Average County Corn Yield	180
5-Year Olympic Average Farm Price (\$6.22, \$6.89, \$4.46, \$3.70, \$3.60)	\$ 4.79
County Benchmark	\$ 862.20
ARC Trigger Percentage	86%
ARC Revenue Trigger	\$ 741.49
Maximum ARC Payment per Acre (10% of benchmark)	\$ 86.22

Diversified Crop Insurance Service

2016 ARC-County Matrix for Soybeans

l na	YA Pric	•	_					County A	ver	rage Yield	tro	om FSA (pi	ıaı	nted & con	sid	ered plan	tea	acres)			
IVI	I A FIIC			35	Γ	38		42		45		48		52		55		58		62	65
\$	11.00	Τ	\$	61.72	\$	61.72	\$	61.72	\$	35.83	\$	2.83	Г								
\$	10.75	Τ	\$	61.72	\$	61.72	\$	61.72	\$	47.08	\$	14.83	Г								
\$	10.50	Ι	\$	61.72	\$	61.72	\$	61.72	\$	58.33	\$	26.83									
\$	10.20	T	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	41.23	\$	0.43							
\$	10.00	Τ	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	50.83	\$	10.83							
\$	9.75	Τ	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	23.83							
\$	9.50	Ι	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	36.83	\$	8.33					
\$	9.25		\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	49.83	\$	22.08					
\$	9.02		\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	34.73	\$	7.67			
\$	8.75	I	\$	61.72	\$				\$	61.72	\$	61.72	\$	61.72	4	49.58	4	23.33			
\$	8.50	-	\$	61.72	\$		-						\$			61.72	\$	37.83	•	3.83	
\$	8.25	I	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	4	52.33	\$	19.33	
\$	8.00	I	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	4	61.72	\$	34.83	\$ 10.83
\$	7.75	I	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	(4)	61.72	4	61.72	\$	50.33	\$ 27.08
\$	7.50		\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	4	61.72	\$	61.72	\$ 43.33
\$	7.25	Ι	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	(4)	61.72	4	61.72	•	61.72	\$ 59.58
\$	7.00	Т	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$	61.72	\$ 61.72

5-year Olympic Average County Soybean Yield	52
5-Year Olympic Average Farm Price (\$12.50, \$14.40, \$13.00, \$10.10, \$8.75)	\$ 11.87
County Benchmark	\$ 617.24
ARC Trigger Percentage	86%
ARC Revenue Trigger	\$ 530.83
Maximum ARC Payment per Acre (10% of benchmark)	\$ 61.72