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Important Definitions

Revenue Protection – Insurance coverage that provides protection against production loss or price decline or increase, or a combination of both.

Revenue Protection with Harvest Price Exclusion – Allows the producer to exclude the use of the harvest price in the determination of the revenue protection guarantee.

Yield Protection – Insurance coverage that only provides protection against a production loss for crops for which revenue protection is available but was not elected.

Commodity Exchange Price Provisions (CEPP) – A part of the policy that is used for all crops for which revenue protection is available, regardless of whether the producer elects revenue protection or yield protection for such crops. This document will include the information necessary to derive the projected price and the harvest price for the insured crop, as applicable.

Projected Price – A price determined in accordance with the Commodity Exchange Price Provisions and used for all crops for which revenue protection is available, regardless of whether the producer elects to obtain revenue protection or yield protection for such crops.

Harvest Price – A price determined in accordance with the Commodity Exchange Price Provisions and used to value production to count for revenue protection.

Revenue Protection Guarantee (per acre) – For revenue protection only, the production guarantee (per acre), times the greater of the projected price or the harvest price. If the harvest price exclusion option is elected, the production guarantee (per acre) is only multiplied by the projected price.

Yield Protection Guarantee (per acre) – When yield protection is selected for a crop that has revenue protection available, the production guarantee times the projected price. ■

New Names, Same Protection

COMBO Policy Streamlines Crop Insurance

When your next deadline for signing up for crop insurance rolls around all the familiar names for the various crop insurance policies will be different although the policies themselves will be pretty much the same.

Instead of Crop Revenue Coverage (CRC), it's now "Revenue Protection;" instead of Actual Production History (APH), "Yield Protection." The Catastrophic (CAT) policies

will be replaced by "Revenue Protection with Price Exclusion (50/100)."

This new "Common Crop Insurance Policy" (COMBO) kept and combined the principle features in the five plans that producers bought most often. Now all insurance coverage is consistent in insurance protection and cost to producers. ■

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2011 Common Crop Insurance Policy Conversion Chart

2010 Policy	Converted for 2011 Crop Year to
Crop Revenue Coverage (CRC)	Revenue Protection
Revenue Assurance (RA) with Fall Harvest Price Option	Revenue Protection
Revenue Assurance (RA) without Fall Harvest Price Option	Revenue Protection with Harvest Price Exclusion
Actual Production History (APH)	Yield Protection
Income Protection (IP)/ Indexed Income Protection (IIP)	Revenue Protection with Harvest Price Exclusion
CAT Income Protection (IP)/ Indexed Income Protection (IIP)	Revenue Protection with Harvest Price Exclusion (50/100)

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Crops Covered by 2011 COMBO Plan

BARLEY

RICE

CANOLA AND RAPESEED

SOYBEANS

CORN

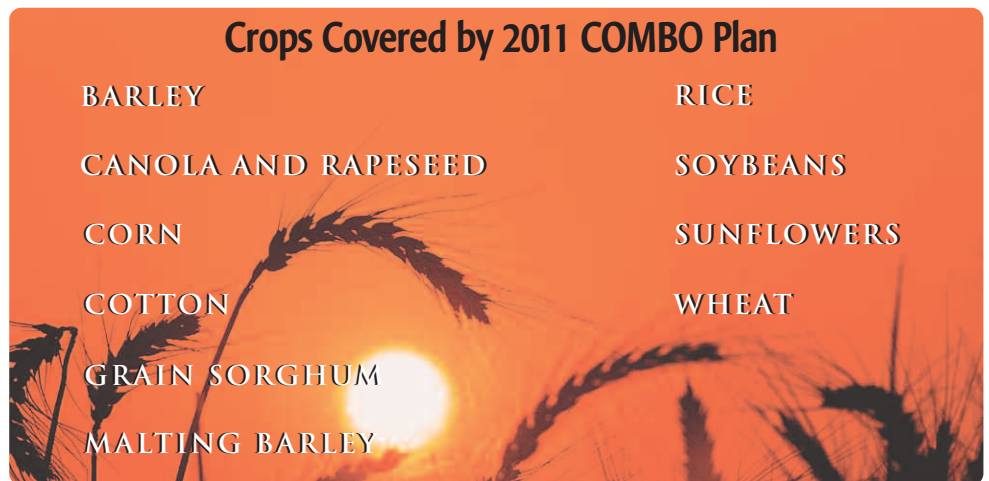
SUNFLOWERS

COTTON

WHEAT

GRAIN SORGHUM

MALTING BARLEY



Crop Insurance Linked to SURE

FSA Program Rewards High Levels of Crop insurance coverage

Guarantee levels for FSA's crop disaster program SURE (Supplemental Revenue Assistance Payments) reward those who invest in high levels of crop insurance protection.

The higher your level of crop insurance coverage, the higher your guarantee under the SURE program. In a way, SURE is like free, additional crop insurance coverage.

For producers to be eligible for SURE, they must have obtained a policy or plan of insurance for all crops through

either the Federal Crop Insurance Act or FSA's Noninsured Crop Disaster Assistance Program (NAP). There are only limited exceptions to this rule.

When does SURE kick in?

For SURE, a "farm" is eligible when either:

- a portion of the farm is located in a county covered by a qualifying natural disaster declaration (USDA Secretarial Declarations only) or a contiguous county; or,
- the actual production is less than 50% of the normal production.

How is SURE calculated?

SURE payments are calculated based on 60% of the difference between the SURE Disaster Program Guarantee and the Total Farm Revenue. For insured crops, the guarantee is based on the level of coverage the producer has elected. Higher levels of coverage will result in higher crop guarantees.

The farm's SURE guarantee cannot exceed 90% of the expected revenue for the farm. Unlike crop insurance, there are some limits to the total amount one can collect from USDA assistance programs. ■

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CPP – A Companion to Your COMBO Policy

Crop hail insurance provides coverage against loss to growing crops caused by hail. It gives you acre-by-acre protection that can be up to the actual cash value of the crop. Depending on the crop insured and the state in which the policy is issued, a crop hail policy may also provide coverage for loss caused by other perils (e.g., fire and transit). The specific perils vary by state and crop. Speak with your Crop Insurance Services agent for the specifics.

The **Companion Production Plan (CPP)** is a modification of the standard crop hail policy and it can be used to supplement an accompanying COMBO policy. The advantage of the CPP is that it allows you to cover the deductible of your COMBO policy,

and does so with an accelerated payout schedule...normally faster than regular crop hail insurance.

CPP coverage insures against losses only from hail, fire and transit coverage. The unit of coverage for the CPP is the smaller of the field or the COMBO Policy unit. If adjusted on the field, separate production records must be retained for each field. Talk to your Crop Insurance Services agent for a complete list of available crops and coverage levels.

800-767-7110

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It Doesn't Cost to Ask

Crop insurance policies are tools that can help producers accomplish a wide variety of jobs. Ask your ProAg crop insurance agent how a crop insurance policy can help you...

- Protect against crop disasters
- Market more profitably
- Improve access to credit
- Guarantee a minimum level of income
- Reassure partners and family
- Provide peace of mind

Over 100 crops are insurable. Even diversified, multiple crop operations can be insured. And there are all kinds of pilot projects underway.

To insure all those different crops and different types of farming operations, there are many different kinds of crop insurance policies. Knowing how to use those policies may seem as complicated as learning how to speak another language, but it doesn't have to be.

Along with all the crop insurance tools that are available come well-trained, certified ProAg crop insurance agents and adjusters.

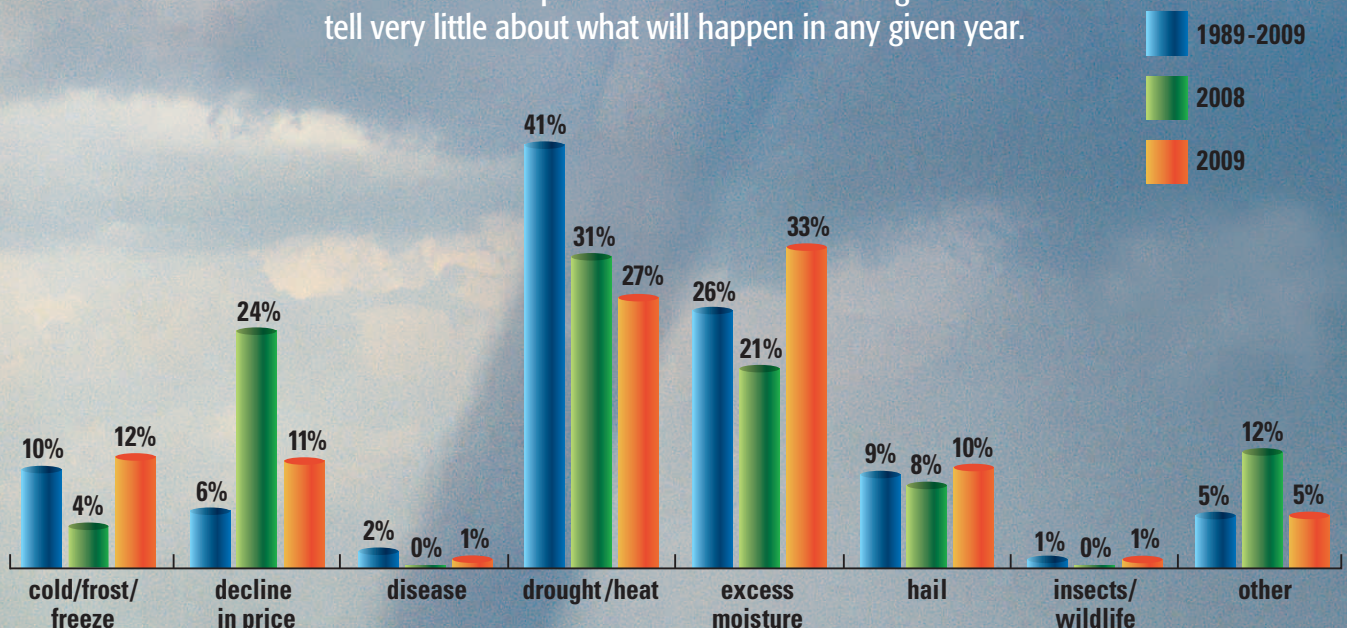
What most producers need is enough information to ask their crop insurance agent good questions. Your ProAg crop insurance agent will be able to answer those questions and help you choose the right tools for the job you want done. It doesn't cost anything to ask. ■



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Causes of Crop Loss

This example demonstrates that averages tell very little about what will happen in any given year.



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THE PAST, PRESENT AND FUTURE OF AGRICULTURAL RISK MANAGEMENT

ProAg is among the fastest growing crop insurance companies in the industry. We strive to serve our clients' best interests by remaining singularly focused on our specialized line of business – crop insurance. While our nation weathers economic storms, ProAg, as a wholly owned subsidiary of CUNA Mutual Group, is positioned as a financially strong and well-capitalized insurer. With more than 80 years of service to our agents & insureds, we stand committed to continuing the principles that ProAg was founded on: **Integrity, Loyalty and Customer Service.**

Connect with us at www.ProAg.com.



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LICENSED IN ILLINOIS, IOWA, MINNESOTA, NORTH DAKOTA, SOUTH DAKOTA AND WISCONSIN

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