



# Coverage Maximizer

2014 - Illinois - Coles - Soybeans

|   |  |  |  |  |  |   |  |  |  |  |  |
|---|--|--|--|--|--|---|--|--|--|--|--|
| <b>Insurance Provider</b>   |  |  |  |  |  | <b>Agency</b>   |  |  |  |  |  |
| ARMtech Insurance Services<br>7725 Douglas Avenue<br>Des Moines, IA 50322 |  |  |  |  |  | Fleece Insurance<br>P O Box 68<br>6 West Pearl<br>North Salem, IN 46165 |  |  |  |  |  |
| U/W: (800) 536-6565<br>B Fax: (866) 578-0425                              |  |  |  |  |  | TF: (877) 353-3232<br>B Fax: (765) 676-5325                             |  |  |  |  |  |
| Email: ARMtech@arnt.com   |  |  |  |  |  | Email: agency@fleeceins.com   |  |  |  |  |  |
| Agency Code: 180270   |  |  |  |  |  |   |  |  |  |  |  |

| Plan                       | Practice             | Type                    | Options | Unit Structure  | Map Area      | Insured Share | Price Percentage | Price Volatility Factor |
|----------------------------|----------------------|-------------------------|---------|-----------------|---------------|---------------|------------------|-------------------------|
| ARP                        | NFAC (Non-Irrigated) | No Type Specified       |         | OU              |               | 1.000         | 120 %            | 0.13                    |
| Expected County Yield (BU) | Price                | Expected County Revenue | Level   | Trigger Revenue | Coverage/Acre | Premium/Acre  | Effective Rate   |                         |
| 52.2                       | \$11.36              | \$592.99                | 85%     | \$504.04        | \$711.59      | \$15.42       | 2.17 %           |                         |

## Gross Indemnity/Acre

| Harvest Price | Harvest Yield |          |          |          |          |          |          |         |         |        |    |
|---------------|---------------|----------|----------|----------|----------|----------|----------|---------|---------|--------|----|
|               | 35            | 37       | 39       | 41       | 43       | 45       | 47       | 49      | 51      | 53     | 55 |
| \$10.40       | \$250.82      | \$213.57 | \$176.31 | \$139.06 | \$101.80 | \$64.55  | \$27.30  | -       | -       | -      | -  |
| \$10.35       | \$253.95      | \$216.88 | \$179.80 | \$142.73 | \$105.65 | \$68.58  | \$31.50  | -       | -       | -      | -  |
| \$10.30       | \$257.09      | \$220.19 | \$183.30 | \$146.40 | \$109.51 | \$72.61  | \$35.71  | -       | -       | -      | -  |
| \$10.25       | \$260.22      | \$223.51 | \$186.79 | \$150.07 | \$113.36 | \$76.64  | \$39.92  | \$3.21  | -       | -      | -  |
| \$10.20       | \$263.36      | \$226.82 | \$190.28 | \$153.74 | \$117.21 | \$80.67  | \$44.13  | \$7.59  | -       | -      | -  |
| \$10.15       | \$266.49      | \$230.13 | \$193.77 | \$157.42 | \$121.06 | \$84.70  | \$48.34  | \$11.98 | -       | -      | -  |
| \$10.10       | \$269.63      | \$233.45 | \$197.27 | \$161.09 | \$124.91 | \$88.73  | \$52.55  | \$16.37 | -       | -      | -  |
| \$10.05       | \$272.76      | \$236.76 | \$200.76 | \$164.76 | \$128.76 | \$92.76  | \$56.76  | \$20.76 | -       | -      | -  |
| \$10.00       | \$275.89      | \$240.07 | \$204.25 | \$168.43 | \$132.61 | \$96.79  | \$60.97  | \$25.15 | -       | -      | -  |
| \$9.95        | \$279.03      | \$243.39 | \$207.75 | \$172.10 | \$136.46 | \$100.82 | \$65.18  | \$29.53 | -       | -      | -  |
| \$9.90        | \$282.16      | \$246.70 | \$211.24 | \$175.77 | \$140.31 | \$104.85 | \$69.39  | \$33.92 | -       | -      | -  |
| \$9.85        | \$285.30      | \$250.01 | \$214.73 | \$179.45 | \$144.16 | \$108.88 | \$73.59  | \$38.31 | \$3.03  | -      | -  |
| \$9.80        | \$288.43      | \$253.33 | \$218.22 | \$183.12 | \$148.01 | \$112.91 | \$77.80  | \$42.70 | \$7.59  | -      | -  |
| \$9.75        | \$291.57      | \$256.64 | \$221.72 | \$186.79 | \$151.86 | \$116.94 | \$82.01  | \$47.09 | \$12.16 | -      | -  |
| \$9.70        | \$294.70      | \$259.95 | \$225.21 | \$190.46 | \$155.71 | \$120.97 | \$86.22  | \$51.48 | \$16.73 | -      | -  |
| \$9.65        | \$297.84      | \$263.27 | \$228.70 | \$194.13 | \$159.57 | \$125.00 | \$90.43  | \$55.86 | \$21.30 | -      | -  |
| \$9.60        | \$300.97      | \$266.58 | \$232.19 | \$197.80 | \$163.42 | \$129.03 | \$94.64  | \$60.25 | \$25.86 | -      | -  |
| \$9.55        | \$304.10      | \$269.89 | \$235.69 | \$201.48 | \$167.27 | \$133.06 | \$98.85  | \$64.64 | \$30.43 | -      | -  |
| \$9.50        | \$307.24      | \$273.21 | \$239.18 | \$205.15 | \$171.12 | \$137.09 | \$103.06 | \$69.03 | \$35.00 | \$0.97 | -  |



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| <b>Insurance Provider</b>   |  |  |  |  |  | <b>Agency</b>   |  |  |  |  |  |
| ARMtech Insurance Services<br>7725 Douglas Avenue<br>Des Moines, IA 50322 |  |  |  |  |  | Fleece Insurance<br>P O Box 68<br>6 West Pearl<br>North Salem, IN 46165 |  |  |  |  |  |
| U/W: (800) 536-6565<br>B Fax: (866) 578-0425                              |  |  |  |  |  | TF: (877) 353-3232<br>B Fax: (765) 676-5325                             |  |  |  |  |  |
| Email: ARMtech@armt.com   |  |  |  |  |  | Email: agency@fleeceins.com   |  |  |  |  |  |
| Agency Code: 180270   |  |  |  |  |  |   |  |  |  |  |  |

| Plan                       | Practice             | Type                    | Options | Unit Structure  | Map Area      | Insured Share | Price Percentage | Price Volatility Factor |
|----------------------------|----------------------|-------------------------|---------|-----------------|---------------|---------------|------------------|-------------------------|
| ARP                        | NFAC (Non-Irrigated) | No Type Specified       |         | OU              |               | 1.000         | 120 %            | 0.13                    |
| Expected County Yield (BU) | Price                | Expected County Revenue | Level   | Trigger Revenue | Coverage/Acre | Premium/Acre  | Effective Rate   |                         |
| 52.2                       | \$11.36              | \$592.99                | 90%     | \$533.69        | \$711.59      | \$28.57       | 4.02 %           |                         |

## Gross Indemnity/Acre

| Harvest Price | Harvest Yield |          |          |          |          |          |          |          |         |         |         |
|---------------|---------------|----------|----------|----------|----------|----------|----------|----------|---------|---------|---------|
|               | 35            | 37       | 39       | 41       | 43       | 45       | 47       | 49       | 51      | 53      | 55      |
| \$10.40       | \$282.82      | \$248.15 | \$213.48 | \$178.82 | \$144.15 | \$109.48 | \$74.82  | \$40.15  | \$5.48  | -       | -       |
| \$10.35       | \$285.73      | \$251.23 | \$216.73 | \$182.23 | \$147.73 | \$113.23 | \$78.73  | \$44.23  | \$9.73  | -       | -       |
| \$10.30       | \$288.65      | \$254.32 | \$219.98 | \$185.65 | \$151.32 | \$116.98 | \$82.65  | \$48.32  | \$13.98 | -       | -       |
| \$10.25       | \$291.57      | \$257.40 | \$223.23 | \$189.07 | \$154.90 | \$120.73 | \$86.57  | \$52.40  | \$18.23 | -       | -       |
| \$10.20       | \$294.49      | \$260.48 | \$226.48 | \$192.48 | \$158.48 | \$124.48 | \$90.48  | \$56.48  | \$22.48 | -       | -       |
| \$10.15       | \$297.40      | \$263.57 | \$229.73 | \$195.90 | \$162.07 | \$128.23 | \$94.40  | \$60.57  | \$26.73 | -       | -       |
| \$10.10       | \$300.32      | \$266.65 | \$232.98 | \$199.32 | \$165.65 | \$131.98 | \$98.32  | \$64.65  | \$30.98 | -       | -       |
| \$10.05       | \$303.23      | \$269.74 | \$236.24 | \$202.73 | \$169.23 | \$135.73 | \$102.23 | \$68.73  | \$35.23 | \$1.73  | -       |
| \$10.00       | \$306.15      | \$272.82 | \$239.49 | \$206.15 | \$172.82 | \$139.48 | \$106.15 | \$72.82  | \$39.48 | \$6.15  | -       |
| \$9.95        | \$309.07      | \$275.90 | \$242.73 | \$209.57 | \$176.40 | \$143.23 | \$110.07 | \$76.90  | \$43.73 | \$10.57 | -       |
| \$9.90        | \$311.99      | \$278.99 | \$245.98 | \$212.98 | \$179.98 | \$146.98 | \$113.98 | \$80.98  | \$47.98 | \$14.98 | -       |
| \$9.85        | \$314.90      | \$282.07 | \$249.24 | \$216.40 | \$183.57 | \$150.73 | \$117.90 | \$85.07  | \$52.23 | \$19.40 | -       |
| \$9.80        | \$317.82      | \$285.15 | \$252.49 | \$219.82 | \$187.15 | \$154.48 | \$121.82 | \$89.15  | \$56.48 | \$23.82 | -       |
| \$9.75        | \$320.74      | \$288.24 | \$255.73 | \$223.23 | \$190.73 | \$158.23 | \$125.73 | \$93.23  | \$60.73 | \$28.23 | -       |
| \$9.70        | \$323.65      | \$291.32 | \$258.98 | \$226.65 | \$194.32 | \$161.98 | \$129.65 | \$97.32  | \$64.98 | \$32.65 | \$0.32  |
| \$9.65        | \$326.57      | \$294.40 | \$262.24 | \$230.07 | \$197.90 | \$165.73 | \$133.57 | \$101.40 | \$69.23 | \$37.07 | \$4.90  |
| \$9.60        | \$329.49      | \$297.49 | \$265.49 | \$233.48 | \$201.48 | \$169.48 | \$137.48 | \$105.48 | \$73.48 | \$41.48 | \$9.48  |
| \$9.55        | \$332.40      | \$300.57 | \$268.73 | \$236.90 | \$205.07 | \$173.23 | \$141.40 | \$109.57 | \$77.73 | \$45.90 | \$14.07 |
| \$9.50        | \$335.32      | \$303.65 | \$271.98 | \$240.32 | \$208.65 | \$176.98 | \$145.32 | \$113.65 | \$81.98 | \$50.32 | \$18.65 |





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| <b>ARMtech Insurance Services</b><br>7725 Douglas Avenue<br>Des Moines, IA 50322 |  | <b>Fleece Insurance</b><br>P O Box 68<br>6 West Pearl<br>North Salem, IN 46165 |  |
| U/W: (800) 536-6565<br>B Fax: (866) 578-0425                                     |  | TF: (877) 353-3232<br>B Fax: (765) 676-5325                                    |  |
| Email: ARMtech@arnt.com  |  | Email: agency@fleeceins.com  |  |
| Agency Code: <b>180270</b>   |  |  |  |

| Practice             | Type              | Insured Share | Price Percentage | Price Vol. Factor | Expected Yield | Base Price | Exp. County Rev. |
|----------------------|-------------------|---------------|------------------|-------------------|----------------|------------|------------------|
| NFAC (Non-Irrigated) | No Type Specified | 1.000         | 120 %            | 0.13              | 52.2           | \$0.00     | \$0.00           |

| Year  | Expected Cnty Yield | Final Cnty Yield | County Production Deficiency | Base Price | Harvest Price | Price Deficiency | Historical Estimated Gross Indemnity/Acre |            |
|---|---------------------|------------------|------------------------------|------------|---------------|------------------|---|------------|
|   |                     |                  |                              |            |               |                  | ARP 85%                                   | 90%        |
| 1999  | 43.8 *              | 43.8 *           |                              | \$4.95 †   | \$4.85 †      | (\$0.10 - 2%)    | -   | -          |
| 2000  | 44.1 *              | 50.0 *           |                              | \$5.36 †   | \$4.72 †      | (\$0.64 - 12%)   | -   | -          |
| 2001  | 44.5 *              | 49.7 *           |                              | \$4.59 †   | \$4.37 †      | (\$0.22 - 5%)    | -   | -          |
| 2002  | 46.7 *              | 42.9 *           | (3.8 BU - 8%)                | \$4.53 †   | \$5.45 †      |                  | -   | -          |
| 2003  | 47.2 *              | 46.9 *           | (0.3 BU - 1%)                | \$5.23 †   | \$7.32 †      |                  | -   | -          |
| 2004  | 46.2 *              | 53.9 *           |                              | \$7.27 †   | \$5.26 †      | (\$2.01 - 28%)   | \$3.55                                    | \$31.30    |
| 2005  | 46.7 *              | 50.8 *           |                              | \$5.99 †   | \$5.75 †      | (\$0.24 - 4%)    | -   | -          |
| 2006  | 49.2 *              | 50.8 *           |                              | \$6.18 †   | \$5.93 †      | (\$0.25 - 4%)    | -   | -          |
| 2007  | 49.0 *              | 52.9 *           |                              | \$8.09 †   | \$9.75 †      |                  | -   | -          |
| 2008  | 50.0 *              | 49.8 *           | (0.2 BU - 0%)                | \$13.36 †  | \$10.36 †     | (\$3.00 - 22%)   | \$92.90                                   | \$142.12   |
| 2009  | 50.8 *              | 49.9 *           | (0.9 BU - 2%)                | \$8.80 †   | \$9.66 †      |                  | -   | -          |
| 2011  | 50.8 *              | 45.8 §           | (5.0 BU - 10%)               | \$13.49 †  | \$12.14 †     | (\$1.35 - 10%)   | \$47.44                                   | \$101.25   |
| 2012  | 52.4 *              | 44.2 §           | (8.2 BU - 16%)               | \$12.55 †  | \$15.39 †     |                  | \$9.37                                    | \$75.92    |
| 2013  | 52.4 *              | 55.8 §           |                              | \$12.87 †  | \$12.87 †     |                  | -   | -          |
| <b>Estimated Historical Totals (14 Years)</b> |                     |                  |                              |            |               |                  |   |            |
| Indemnity                                     |                     |                  |                              |            |               |                  | \$153.26                                  | \$350.59   |
| Premium                                       |                     |                  |                              |            |               |                  | (\$217.34)                                | (\$402.63) |
| Net Indemnity                                 |                     |                  |                              |            |               |                  | (\$64.08)                                 | (\$52.04)  |
| Indemnity as % of Premium                     |                     |                  |                              |            |               |                  | 71%                                       | 87%        |
| 2014 Estimated Premium                        |                     |                  |                              |            |               |                  | \$15.42                                   | \$28.57    |

\* Historic GRP Offer Yield  
 § NASS County Estimate  
 † Historic GRIP Offer Price