

**From:** Ray Nickel  
**Sent:** March-13-14 5:45 PM  
**To:** FIRB AGRI:EX  
**Subject:** Insurance

- Is poultry disease insurance sound marketing policy?
- Is mandatory poultry disease insurance sound marketing policy?
- If the answer to the second question is yes, is a producer association owned captive insurance company sound marketing policy?

The insurance is going to be administered through the joint associations:

Yes disease insurance is sound marketing policy since both in 2004 and 2009 we had product restrictions and market pressure against BC due to our AI breaks

Yes mandatory ensures all producers share the risk and reward again it affects the entire industry if there is a break and it is in the interest of all producers to clean up and get back to business as soon as possible

The producer captive allows for future operation control and it gives flex to engage in other opportunities which may arise such as covering a diff disease threat and it allows the opportunity to become self insured.

Sincerely

Ray Nickel