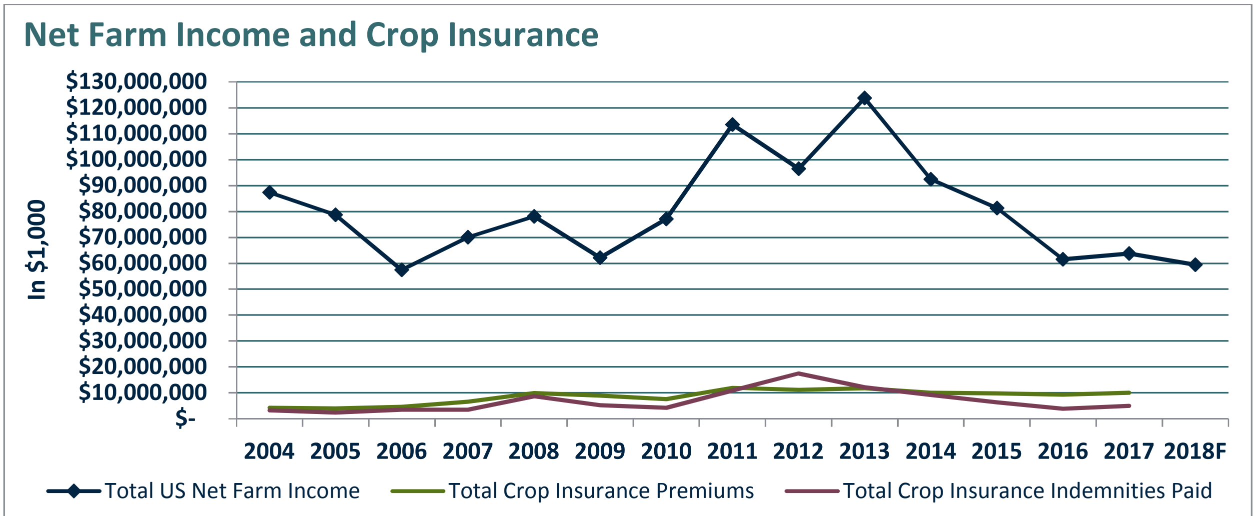
MYTH: Most ag production comes from large farms that can manage their own risk. Besides, farm household income is up and crop insurance payments are only a small portion of total farm household income so they must not matter.

FACT: **Farmers of all sizes utilize crop insurance, and crop insurance provides meaningful collateral to lenders when farmers seek operating capital.**

- Since 2014 we have seen average US farm household income decrease by 11%. The main cause of this decline is reduced income from farming operations as a share of total farm household income. In fact, net farm income for 2018 is forecasted to be down by 52% from its 2013 levels. **(See Figure Below)**
- During this downturn, crop insurance is even more important to farmers who are looking to lenders for the operating capital required to continue to farm. Lenders look at crop insurance as a form of collateral for an operating loan, and it can enhance a prospective borrower's capacity to qualify for a loan.
- Although crop insurance payments are a small percent of some farmers' overall household income, in times of crop loss and economic downturn receiving a crop insurance indemnity payment makes the difference between being able to continue farming for another year or not.
- Crop insurance enables farmers, both big and small, to manage their risk in a way that helps them to invest in and improve their operations. Many farmers would not be able to afford to do this if they were forced to self-insure and could not qualify for loans.
- Including farms of all sizes in the crop insurance program diversifies the risk of the program across a greater number and variety of farms, which improves the actuarial soundness of the overall program. This soundness is a benefit to all, including taxpayers.



Source: USDA, Economic Research Service-Farm Income and Wealth Statistics & Risk Management Agency-National Summary of Business Report
Data as of April 2, 2018