

PRODUCERS' ATTITUDES ABOUT RISK MANAGEMENT TOOLS

Crop insurance was clearly identified as an important part of respondents' risk management strategies. Two-thirds of producers say they *mostly* or *completely* agree with the statement: "Crop insurance is an important part of my risk management."

More than a third also agree, "Crop insurance gives me the confidence to market my crop before harvest." This gives them the opportunity to forward price, and that means they are better able to capture seasonal price strength during the growing season.

Crop insurance is an important part of my risk management.



Crop insurance gives me the confidence to market my crop before harvest.



Percent who mostly agree or completely agree

Producers who understand how crop insurance – especially Revenue Protection – underpins forward pricing are able to seize opportunities offered by seasonal rallies, at least on covered bushels. While prices don't follow the same pattern every year, the odds favor better pricing results during that time frame. For more information on how crop insurance – especially Revenue Protection – helps producers market, visit fcsamerica.com/connection.

"In the Midwest, more than 90 percent of grain acres are insured, and that's a function of the significant investment crop production requires. It's the only safety net in the current farm bill and the only input cost that can guarantee revenue."

- **Tony Jesina**
FCSAmerica senior vice president – related services