A 2022 Review of the Farm Bill: Stakeholder Perspectives on Title XI Crop Insurance

Subcommittee on General Farm Commodities and Risk Management

Committee on Agriculture

U.S. House of Representatives

July 20, 2022

Chairwoman Bustos, Ranking Member Scott, and Members of this Subcommittee, thank you for the opportunity to provide testimony today concerning the cornerstone of the farm safety net: Federal Crop Insurance.

My name is Kathy Fowler, and I am an independent agent and business-owner from Memphis, Texas. The Fowler Agency was started in 1988, and heading into our 35th sales year, we serve approximately 350 farm and ranch families across roughly 40 counties primarily in Oklahoma and Texas. The Fowler Agency has served some farm families now for three generations and have more young farmers and ranchers than ever before.

I am here today on behalf of CIPA – the Crop Insurance Professionals Association – the nation's top crop insurance agents. CIPA works hard every day to bring together all segments of the industry and our nation's farm and ranch families in order to improve, promote, and protect Federal Crop Insurance.

CIPA agents write crop insurance in all 50 states, and we take great pride in our work. Our goal is to walk alongside our farmer and rancher customers, helping them through all of their critical financial and risk management decisions. While our job is certainly to counsel our farmer and rancher customers about risk management options under crop insurance, we believe our duty goes beyond this: at CIPA, we take a very holistic approach to helping our producers with all of their financial and risk management needs.

Our focus and pride, individually and collectively as an organization, is doing our job the right way – fully knowing our customer's needs and the risk management options available to them and doing so with the highest ethical standards in order to meet each season's needs and to advance crop insurance for the future.

I am honored and humbled to be here today. The role that our farm and ranch families play in providing for our country's basic needs is a vital one. And, in turn, the policies crafted by this Subcommittee and the full Committee on Agriculture that support our producers are also essential.

It is a bit overwhelming for this farm kid from Memphis, Texas to appear before this important Subcommittee but I hope my testimony -- based on my 35 years of experience as an agent and a lifetime of experience as a producer interacting with hard working farm and ranch families – will be a help as you prepare for the upcoming Farm Bill debate.

Importance of the Farm and Ranch Sector and the Growth in Crop Insurance

We have come through a lot in the last few years.

Through a period of extreme market volatility resulting from trade wars and the global pandemic, most Americans have become much more aware of the interconnectedness of the world – and the extraordinary importance of safeguarding fundamental sectors, including agriculture.

U.S. farmers have endured this incredible volatility in amazing ways – carrying on and boosting productivity as a "critical industry" even when much of the world was shutting down.

And, now, with a relatively poor crop in the southern hemisphere and the war in Ukraine threatening a global food crisis ahead, there can be no doubt that U.S. farm and ranch families will be called upon once again to step up to the plate and do all that we can to feed a growing and hungry world, while also clothing and fueling many both at home and abroad.

Chairwoman Bustos, Ranking Member Scott, and Members of this Subcommittee, I submit to you that Crop Insurance is the most important tool that our farm and ranch families have at their disposal for making the kinds of investments and taking on the level of risks that we all need them to in order to meet the growing demands the country and the world place on them and to carry on the legacy of their family farms and ranches.

Crop Insurance empowers farm and ranch families to purchase equipment and inputs, to plant the seed, to nurture and harvest their crops, to raise their livestock, and to get to market with confidence because they have something as basic as insurance – something they would not have without Federal Crop Insurance. We have Federal Crop Insurance today because the risks of farming and ranching are so great that multiple peril crop insurance available to all comers would otherwise be prohibitively expensive and therefore unavailable.

Very notably, crop insurance fills the role of providing collateral to agricultural lenders. Without crop insurance, agriculture would likely have to return to asset based lending which contributed to the farm financial crisis of the mid-1980s. We certainly do not want to repeat that crisis which impacted the economies of even the largest U.S. cities. Crop insurance is especially vital to young and beginning farmers and ranchers, socially disadvantaged producers, producers farming new crops, and producers farming or ranching in areas that frequently experience drought.

Crop Insurance offers producers the ability to be more nimble and dynamic in dealing with a highly volatile market and in the face of an increasingly mercurial Mother Nature. Thanks to crop insurance, the American farmer and rancher is much better positioned to

meet the challenges ahead in feeding, clothing, and fueling the country and a great many around the world.

Crop Insurance's vital importance has not grown overnight. It has developed over time thanks in no small part to the steady leadership and stewardship of this Subcommittee and the full Committee on Agriculture.

From its inception in 1938 until 1980, Federal Crop Insurance barely limped along.

But, in 1980, when the House Agriculture Committee led the way to creating a public-private partnership with private companies and agents selling and servicing policies and private claims adjustors settling claims, crop insurance began its meteoric rise.

The 1994 crop insurance reforms, advanced by this Committee, and the approval of revenue insurance by the Department of Agriculture in the mid-1990s continued to propel crop insurance forward.

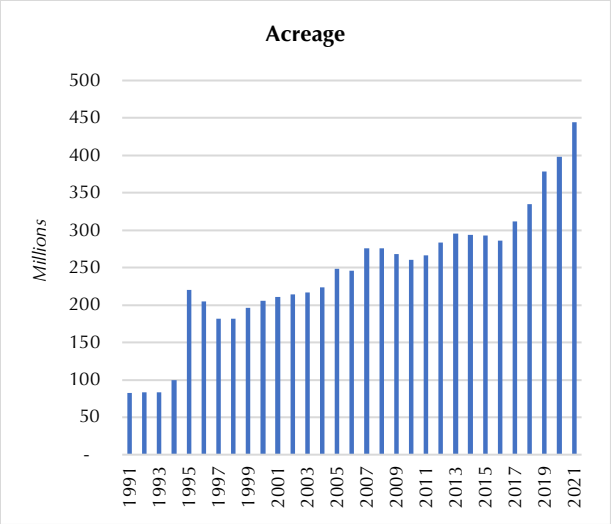
And, finally, the 2000 crop insurance reform legislation, also advanced by this Subcommittee and the House Agriculture Committee, became the legislative capstone of the remarkable achievement that Federal Crop Insurance is today.

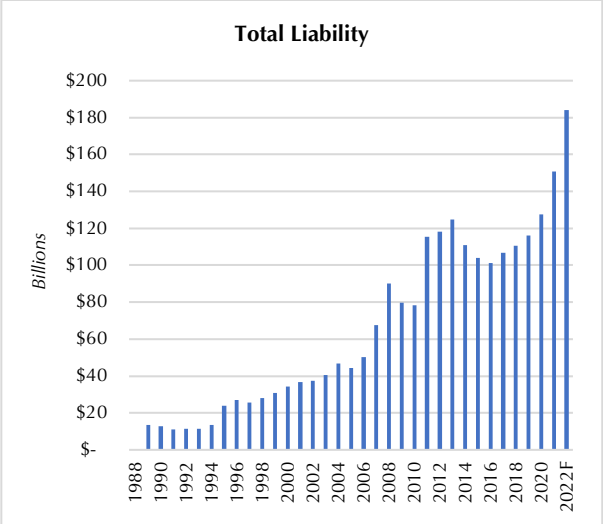
As I noted earlier, I am from Memphis, Texas which is also the childhood home of a former Chairman of the House Agriculture Committee, Rep. Larry Combest, who, along with the Ranking Member, Rep. Charlie Stenholm, worked hand in glove in leading the effort to develop and pass the 2000 crop insurance reform – making crop insurance more dynamic so it could better meet the ever changing needs of producers as they work to meet the ever changing needs of the country and the world.

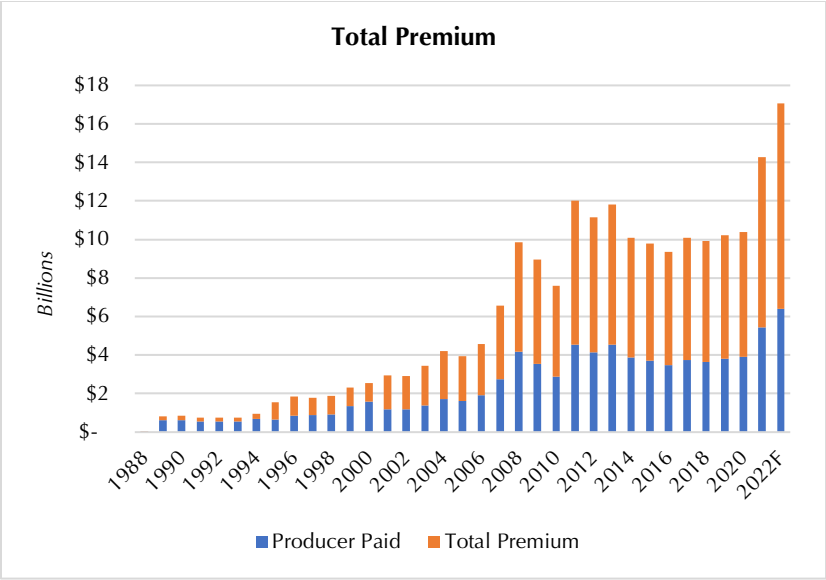
When that bill – the Agricultural Risk Protection Act of 2000 – passed, total premium under crop insurance was just over $2 billion, with 200 million acres insured and with total coverage or liability at around $35 billion.

This year, farmers and ranchers will spend more than $6 billion out of their own pockets, to insure more than 450 million acres with what is now approaching $200 billion in total coverage or liability. Thank you all so much for serving on the Subcommittee and the Committee that made this happen. You are a part of a legacy that has saved millions of American farm and ranch families.

The charts below illustrate this remarkable growth. It is something we, as CIPA -- your boots on the ground -- take a great deal of pride in. I hope it is also something that you will take great pride in and continue to steward this success story going forward.



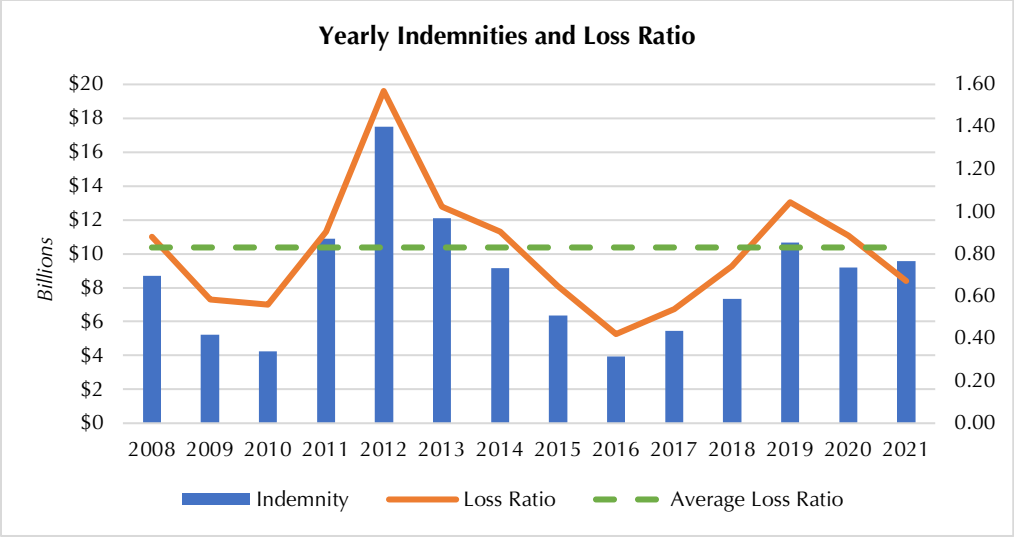




A couple of final points before I leave my introductory remarks.

First, while indemnities in crop insurance are an important measure of protection and support provided to farmers and ranchers in their time of need, and while a timely and efficient indemnification of losses is also fundamental to companies and agents competing for producer business through exceptional service, it is not a good measure of the economic value of crop insurance to the farm sector or to our nation as a whole. Indemnities grossly understate the value of crop insurance to producers and the country.

Nevertheless, I do provide the following chart that illustrates the nationwide indemnities paid, as well as the loss ratios over time. This chart illustrates that crop insurance has responded well in times of need, while also balancing out the needs of particular regions in any given year in order to meet the statutory loss ratio of 1.0 which is designed to protect the taxpayer who is also investing in crop insurance.



But, again, this illustration is a low bar in terms of measuring crop insurance's overall value to producers and the country. The best measure of the actual full value of crop insurance is the broader economic impact of the producer investments protected and dollars leveraged in order for producers to sustain and improve their operations. This has value well beyond the farm to communities across the country.

While CIPA does not currently have a quantitative assessment on this broader value, we believe economic analysis to measure the full effect of covering, through crop insurance, nearly $200 billion in producer investment that is at risk would be very useful indeed. What precisely has this protection done for agriculture in terms of advancing technology adoption, implement and storage sales, investment in conservation, and so on? We are confident that, in the end analysis, a powerful return on taxpayer dollars invested would be evidenced. As we near the 2023 Farm Bill debate, CIPA will work to ensure that the full benefit of crop insurance is quantified through expert economic analysis.

Second, again, while not a good measure of the overall value or economic value of crop insurance, indemnities paid are a good measure of efficiency. Here, we believe it is remarkable that total indemnities paid consistently exceed total taxpayer cost.

The following table compares total indemnities paid per year to the total Congressional Budget Office (CBO) costs associated with crop insurance (including premium cost-share, financial risk-sharing with private sector companies, and administrative and operating (A&O) expense reimbursement over the past ten years).

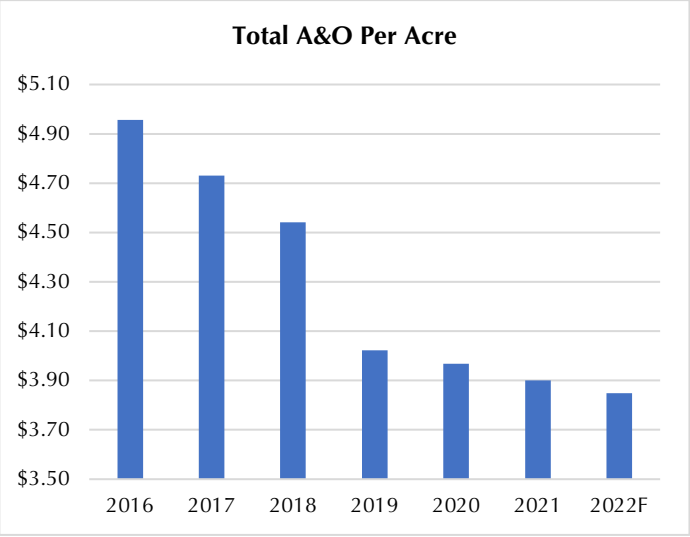
(Dollars in Millions)	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Total	Average per Year
CBO Cost	$4,810	$13,734	$8,244	$7,280	$4,157	$4,208	$6,445	$12,290	$9,358	$4,591	$75,117	$7,512
CY Indemnities	$17,490	$12,108	$9,146	$6,345	$3,934	$5,445	$7,336	$10,682	$9,181	$9,586	$91,254	$9,125

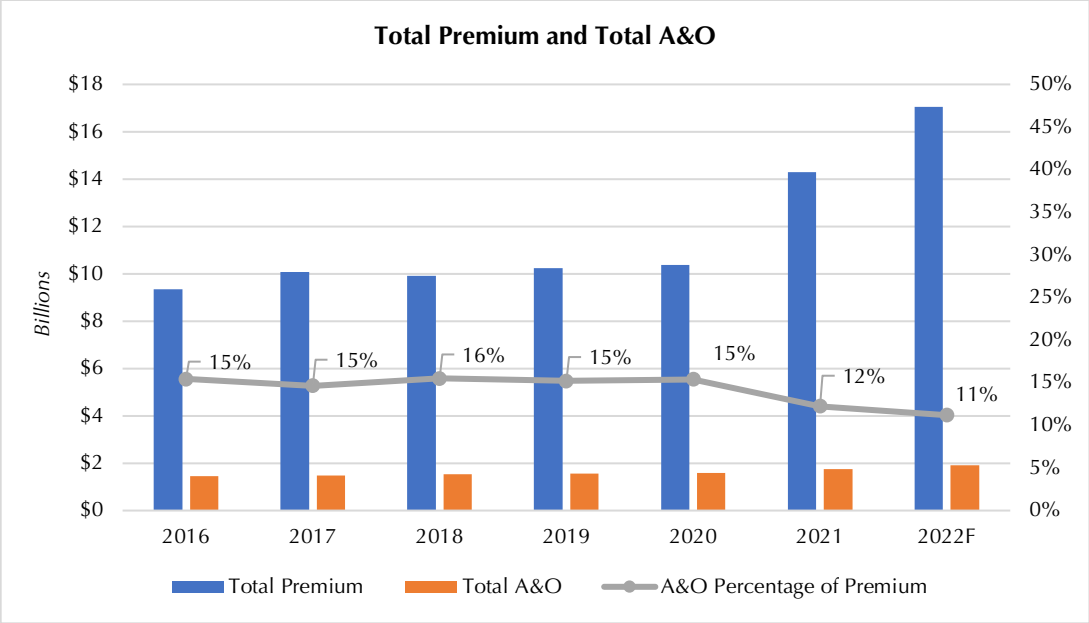
Thus, under crop insurance, we have a tailored risk-management tool that leverages investment in the farm and ranch and which, on a national basis, is consistently paying 20

percent more than the total taxpayer investment in the program. This is a remarkable record of success.

Third, it is important to note the direct impact our crop insurance delivery system has on rural communities across the country. Based on industry data, more than 20,000 people are employed in the sales and servicing of crop insurance nationwide – including another 12,000 in office staff; some 5,000 claims adjusters; and more than 2,000 staff among the 14 current companies. This workforce dots the small- and mid-sized communities throughout the United States. These are folks who keep rural communities economically viable not only by keeping farm and ranch families -- who are often the economic lifeblood of rural communities -- in business but by directly paying good salaries and wages, and good benefits, to thousands of employees.

The data on crop insurance delivery also shows a remarkable positive trend toward greater efficiency. The chart below shows total A&O costs per acre and as a percentage of premium paid overtime. There are some problems in this area that simply must be addressed and addressed quickly – including the punitive impact of the 2011 cap on specialty crop policy A&O – but in the big picture it should not be overlooked that the agents, loss adjusters, and companies that deliver crop insurance to farmers and ranchers are doing so with incredible efficiency.





Key Reasons for the Success of Crop Insurance

As the Committee takes stock of the needs of producers and the policies that serve them, I want to briefly lay out three unique qualities of crop insurance that we, as CIPA, believe are critical to its success and serve as important guideposts for the future.

1. Crop insurance coverage is highly relevant to each farm and ranch. When farmers or ranchers buy insurance, they tailor coverage to the needs of the farm or ranch, and they know they can rely on that contract. Crop insurance policies are financial risk management tools that provide security and peace of mind unique to each family farming or ranching operation so that producers can take care of their land and crops and make investments that will allow them to farm or ranch better each year. Crop insurance is all-inclusive, serving all farm and ranch families. Coverage is based on each producer's own history and risk profile, and producers control how much risk, and which risks they want to cover. By including all comers into Federal Crop Insurance and by avoiding arbitrary restrictions on participation, the crop insurance risk pool is vastly improved and this, in turn, results in lower premiums paid by all producers. Policies such as pay limits and adjusted gross income (AGI) means testing on crop insurance may, at first blush, sound favorable to smaller producers but such policies result in the loss of good risk in the risk pool, resulting in higher premiums for all producers who are left in the pool. In the end analysis, this would harm small farmers and ranchers.

2. Crop insurance is dynamic, changing to meet the needs of producers. As of 2021, Federal Crop Insurance policies were available on 130 crops, often with multiple kinds of insurance options available relative to these crops. These options are owing to the good work of a very high quality Risk Management Agency (RMA)

staff in Washington and Kansas City and to the private sector which has brought forward, through the 508(h) process, many new and important risk management products. Across Republican and Democratic administrations, the Office of Management and Budget (OMB) has recommended ending the risk management development process. This would be a terrible mistake that would hurt every farmer and rancher in the country, especially those seeking to improve the quality of their coverage. Thankfully, Congress has time and again shown the greater wisdom in rejecting OMB's recommendations. Without such a process, we would not have revenue products, area-based products, margin coverage, special endorsements that cover unique perils, and many other products – especially for specialty crops -- that might otherwise have no coverage at all. As the law is currently written, crop insurance is able to continue to adjust in order to better meet needs of all producers, regions, and crops. This has long been and should remain the goal.

3. The delivery system is responsive. As an agent, I compete for business with other agents in my area, some of whom are fellow CIPA agents who may be listening to this hearing today. Generally, we all are on a level playing field – selling the same products at the same price – and so our means of competing for market share are purely based upon service. Thus, the delivery system, whether among agents or among the companies, is highly focused on providing the best service and always improving –including through better understanding of customer needs, better information on what is available to address those needs, better technology, and better flow of data that ultimately redounds to the benefit of the producer customer. Congress has never had to allocate dollars for system upgrades for crop insurance delivery because the private sector does this. Because of the competitive nature of the business, we have continually implemented upgrades to better meet the needs of more and more producers. This model has worked so well that now crop insurance data is being used in the delivery of Farm Service Agency (FSA) programs, and is even being used as farmers participate is carbon markets to reduce greenhouse gas emissions. In short, this public-private partnership in Federal Crop Insurance, that was first established by Congress back in 1980 and which makes the industry compete for the trust of the producers we serve, has proved to be highly, highly successful and it is a model that is worth building upon.

However, as briefly noted earlier in my testimony, there is a very urgent and serious problem in the structure of A&O for specialty crop policies that must be addressed. This flawed structure has resulted in deep, deep cuts in A&O relative to specialty crop policies in 2021 and very likely in 2022 even as workload relative to specialty crops has increased dramatically. This problem is further explained in a one-pager that is attached to this testimony.

We are very pleased that targeted relief to address this problem was included in the House version of the Agriculture Appropriations bill for FY 2023 with the strong, bipartisan

backing of Chairman Sanford Bishop (D-GA) and Ranking Member Andy Harris (R-MD) and many Members of the Agriculture Appropriations Subcommittee and of the House Committee on Agriculture. Thank you very much for your strong support of specialty crop farmers and the agents and loss adjustors who serve them.

Marva Ulleland, a CIPA Board Member and agent with Northwest Farm Credit based in Spokane, Washington, was originally supposed to testify today, but a conflict prevented her from making the trip.

Marva works among agents who write insurance on hundreds of crops throughout the western United States. Insuring specialty crops is complicated, and the labor and time involved to cover such a book of business is very intensive. Many of these customers are smaller, more specialized, and historically underserved producers. Yet, because of the flawed design of the Standard Reinsurance Agreement's cap and its disproportionate impact on specialty crop A&O, the crop insurance policies for these producers and crops are being deeply cut – beyond levels that are sustainable.

In my agency, where we are mainly writing policies for larger row crops, the cuts in A&O per policy are at least mostly offset by rising overall premiums that translate into higher gross A&O before the deep factor (40% reduction in '21 – anticipated 55% reduction in '22). We are still facing cuts but nowhere near the cuts being felt on specialty crop policies where prices and overall gross premium have not kept pace. If left unaddressed, I fear these cuts to specialty crop policies will greatly undermine the risk management delivery system for specialty crops and the producers who grow them. It is worth noting that overall A&O has been frozen at 2015 levels, despite inflation, meaning crop insurance is doing more and more for less in terms of real dollars.

This is why CIPA has made it a priority to address this problem facing specialty crops. This is why we worked with Chairman Bishop, Ranking Member Harris, Rep. Jimmy Panetta (D-CA), Rep. Kat Cammack (R-FL), and other Members on a tailored fix that simply puts specialty crop A&O back to its 2020 levels, before the run up in row crop prices. And this is why we are so grateful to Chairman Bishop and Ranking Member Harris for including the provision in their legislation. If this provision becomes law, it will provide a bridge to the next Farm Bill.

Needs Looking Forward to the 2023 Farm Bill

As we look beyond the basic structural qualities of crop insurance, and more at the particular needs of producers and how we might meet those needs in the most constructive ways, we would first turn to the question of supplemental disaster assistance and the prospects for a standing disaster program going forward.

It is and always has been the policy of CIPA that the producer comes first. The whole reason we are able to participate in Federal Crop Insurance is based on the need to support and provide meaningful risk management tools to our nation's farmers and

ranchers. Therefore, on matters of how and whether to provide supplemental assistance, we are deferential to the wisdom of Congress, and simply want to be available to assist in the design and delivery of any program.

With that said, however, CIPA firmly believes that of the options available to Congress in the next Farm Bill – providing ad hoc disaster assistance, authorizing a permanent disaster program, or further strengthening crop insurance to increase participation rates at higher levels of coverage in order to close deductibles – history has shown that strengthening crop insurance is the best route for the farmer, rancher, and the taxpayer.

In regard to recent ad hoc programs, CIPA appreciates that the 2017 Wildfire and Hurricane Indemnity Program (WHIP), the 2018 and 2019 WHIP+, and 2020 and 2021 Emergency Relief Program (ERP) have all generally been crafted to build upon crop insurance and rely on crop insurance data rather than disincentivizing or undermining participation in crop insurance, though there is always room for improvement here.

My agency staff has spent countless hours with our farmers and ranchers helping them understand the calculations and put together the paperwork needed to receive all that they qualified for. This is true of all agents who have worked cooperatively with local FSA staff to help get the job done. This is not the job we are paid to do as crop insurance agents, nor do we receive any compensation or liability protection for our work in this area, but it is part of the service that agents provide to the farm and ranch families we serve because we feel it is our duty to help wherever there is a need. Similarly, during the pandemic, when most offices were shutting down, agencies remained opened to help producers make decisions under crop insurance and to navigate program rules for pandemic-related assistance.

In any event, ad hoc disaster programs have evolved over time, and some iterations have been better than others. The recent and ongoing ERP implementation has had its share of anomalies, but since its roll-out in late May the general consensus among farmers and ranchers has been positive in that their experience is that the ERP implementation has been much smoother than that of WHIP+. Here, too, however, there are some exceptions which Senators John Thune(R-SD) and Amy Klobuchar (D-MN) lay out well in their recent letter to the Department of Agriculture. We hope that these issues can be addressed to avoid unintended and inequitable outcomes for producers. Out of all of the ad hoc programs approved by Congress since 2017, the best administered was the prevented planting top-up program in 2019 where crop insurance simply used our own data and delivery system to make the additional payments.

CIPA understands there are complications with each approach, and we certainly understand the importance of program integrity and ensuring the data and payments are correct. We also appreciate the trend toward using crop insurance data and delivery systems for the implementation of disaster programs, and would only ask that we be consulted in future deliberations as to how efficiencies and better accountability can be achieved.

As to whether additional ad hoc support should be provided, CIPA would note that the political response by Congress in providing additional aid in response to natural disasters is consistent with what we perceive as a real need of producers on the ground.

The business of farming and ranching is increasingly involving higher and higher stakes and tighter and tighter margins. With increasing frequency of severe weather and market volatility, most farmers and ranchers very much wish to reduce their deductibles with higher levels of coverage. Crop insurance is making great strides in this area with products such as the Supplemental Coverage Option, Enhanced Coverage Option, Stacked Income Protection Plan, Margin Protection, Hurricane and Wind Index, and so forth. And, one of the greatest areas of growth in crop insurance is coverage for our dairy farmers and livestock producers. Building anything worthwhile takes time and effort and this is true in the case of crop insurance. But CIPA believes strongly that continued investment and growth in crop insurance to optimize coverage for all producers, all crops, and all regions of the country is the best path forward for farmers, ranchers, and taxpayers. History demonstrates that this approach provides eminently greater certainty and control to producers in managing their risk than ad hoc disaster or even a permanent disaster program. Crop insurance is simply the fastest, most efficient way of indemnifying producers for their losses and ensuring that the indemnification is precisely tailored to those losses. Maintaining and strengthening premium support and the development of new and innovative policies to mitigate unique risks are two avenues to achieving stronger crop insurance.

CIPA understands that funding will be a limiting factor in the next farm bill, just as it has been with every farm bill in the past. But we also believe that the cuts made in the 2014 Farm Bill that carried into the 2018 Farm Bill have rendered U.S. farm policy incapable of meeting the needs of U.S. producers.

For this reason, CIPA supports strengthening the farm safety net to ensure that the 2023 Farm Bill is up to the task of supporting our nation's farm and ranch families – and the national security interest of food, fiber, and fuel independence.

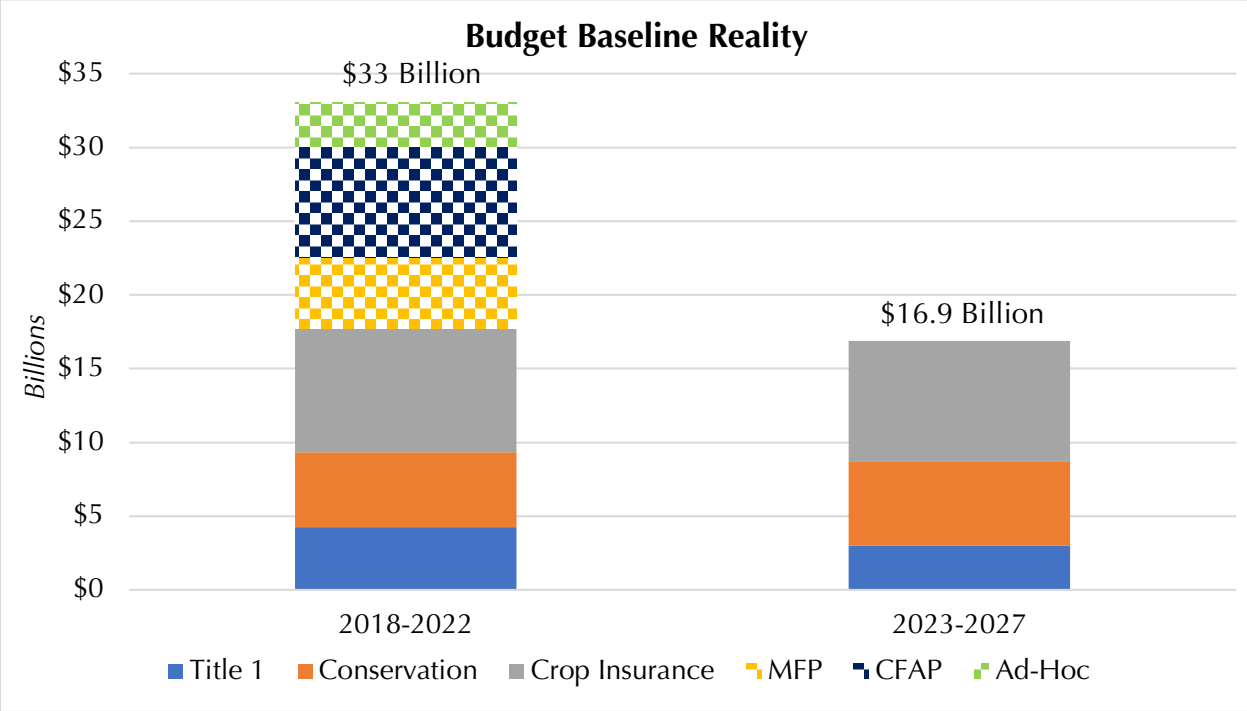
We support a strong Crop Insurance Title that helps farmers weather what Mother Nature and market volatility unleash. We support a stronger Commodity Title that provides a safety net to mitigate the impacts of high and rising foreign subsidies, tariffs, and non-tariff trade barriers. And we support a strong Conservation Title that provides conservation cost-share assistance to help producers continue to advance soil health, water and air quality, wildlife and wildlife habitat, and other important natural resource and conservation objectives. In regard to conservation, it is worth noting that farmers and ranchers must be profitable in order to carry out important conservation initiatives. Crop insurance is vital in this regard. There is from time to time a temptation to blur the lines between an actuarially sound Federal Crop Insurance and certain public policy objectives, such as promoting conservation. The prudent route is to keep crop insurance as purely insurance and address other public policy objectives separately. For instance, climate initiatives fit best within the conservation title to the Farm Bill. It is best not to mix

program purposes because, in the end, it could weaken both mission areas rather than strengthen them.

All titles to the Farm Bill are very important. However, combined, these three titles provide the basic safety net for farmers and ranchers, a safety net that still accounts for less than one-quarter of one percent of the total federal budget. We believe our nation's farm and ranch families are a worthy investment and we would certainly support additional investments in these areas. A fully budgeted investment in these programs could very well obviate the need for future ad hoc assistance.

The following chart demonstrates this budget reality, showing our average per year assistance to farmers in the past 5 years compared to the budget baseline going forward.

In the case of Title 1, we believe a portion of the ad hoc dollars that were spent under the Market Facilitation Programs and the Coronavirus Food Assistance Programs could be allocated toward strengthening the Commodity Title. And, by the same token, we believe the roughly $3 billion per year that has been spent under the ad hoc programs of WHIP, WHIP+, and ERP could provide better, more equitable, and more reliable assistance if used to strengthen crop insurance.



Finally, moving beyond the topic of disaster assistance, we want to briefly touch on a few areas within crop insurance that we believe merit attention. These are outlined in the following bullets, and we look forward to working with you on these issues.

- We would specifically request that **Whole Farm Revenue Coverage** be expanded. The current limit on coverage is too narrow for the high-value specialty crops that use this product. If the limit is maintained, it should be allowed to be a band of coverage that can be placed at a lower level of deductible.

- Relative to **Prevented Planting (PP)** coverage, many improvements have been made but it still has problems. Care must be taken to ensure the assistance is meaningful when needed, but not excessive. It must work in prolonged drought conditions (like those in CA currently) and in flooding conditions alike with appropriate planting windows and dates.

- Regardless of budget allocations, we would encourage Congress to continue to support a robust **508(h) submission process**. The 508(h) and other product development authorities should be aggressively used to craft policies that provide all producers, crops, and regions with optimal coverage, including opportunities to close deductibles by purchasing higher levels of coverage.

Conclusion

Thank you again for this opportunity to offer testimony as you prepare for the 2023 Farm Bill.

Again, I want to offer my sincere thanks for your careful stewardship and support of policies that support our nation's farm and ranch families.

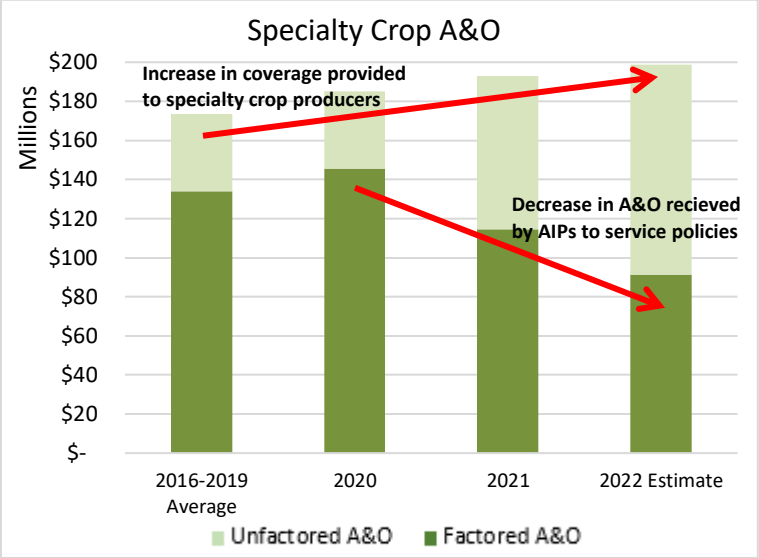
Please know how much we appreciate what you do.

On behalf of all CIPA agents from all corners of our country – thank you and we look forward to working with you on strengthening Crop Insurance and U.S. farm policy.

Crop Insurance for Specialty Crops is At Risk

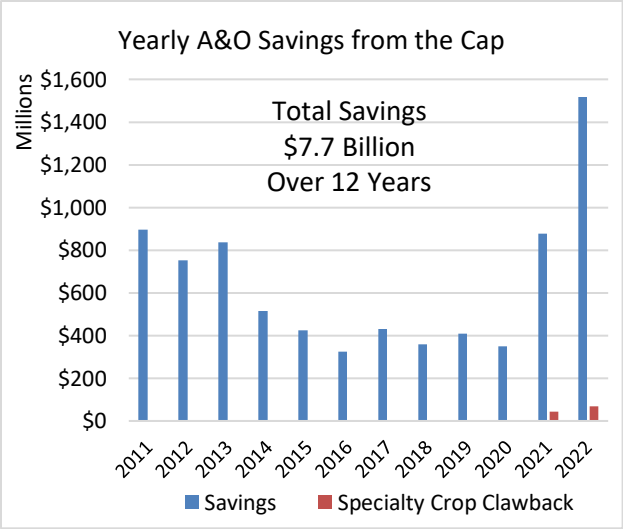
The Problem: Crop insurance needs of specialty crop producers are growing — but resources to service specialty crop producers are plummeting. Crop insurance is the only safety net for specialty crop producers — but their closest advisors helping them manage rising risks are struggling to stay in the business. If left unaddressed, the squeeze is going to harm specialty crop producers because with diminished A&O the sales, servicing, and adjustment infrastructure will be badly damaged.

Background:



- The problem is the result of a flawed design in the **2011 cap** on administrative and operating (A&O) expense reimbursement that affects the entire system.
- When commodity prices for major crops like corn, wheat, soybeans, or cotton, go up, the **factor** used to squeeze A&O under the cap goes down, affecting all crops and disproportionately affecting specialty crops.
- Specialty crop A&O decreased $31 million in 2021, even as premium and acres covered increased. It is expected to decrease an additional $23 million in 2022 – a 2-year decrease of 37%.
- In the near term, this is harming the small businesses that deliver crop insurance to specialty crop producers, who face rising fixed costs. While year-to-year marginal changes are expected, sharp downward swings like the current one are extremely difficult to manage in a single year and impossible to manage over a sustained period of time. For 2021 and 2022, the average agency serving specialty crop clients would have grown roughly 5% in sales and volume, but had their compensation slashed by 37% only because of the flawed design of the A&O cap.
- In short, the volatility marked by steep decreases for specialty crop areas is not sustainable and needs to be fixed, especially in the midst of current inflation.

The Solution:



- Legislation is needed to stabilize specialty crop A&O back to the 2020 benchmark level. This is a targeted fix that will not affect other crops or parts of the crop insurance industry.
- This legislative solution will not reopen the Standard Reinsurance Agreement (SRA), nor cause any disruption to the business of crop insurance.
- The solution will claw back a tiny fraction of the savings achieved by the cap since 2011 to fix the disproportionate negative impact the cap is having on specialty crops.
- This solution will not make anyone whole — but it will help save a vital risk management tool for specialty crop producers and the thousands of people who advise specialty crop farmers, help them manage risk, and adjust their claims.

Committee on Agriculture
U.S. House of Representatives
Information Required From Nongovernmental Witnesses

House rules require nongovernmental witnesses to provide their resume or biographical sketch prior to testifying. If you do not have a resume or biographical sketch available, please complete this form.

1. **Name:** Kathy Fowler, Owner of Kathy Fowler Agency

2. **Organization you represent:**
   CIPA, Crop Insurance Professionals Association

3. **Please list any occupational, employment, or work-related experience you have which add to your qualification to provide testimony before the Committee: ____**
   I am a small independent business owner servicing Federal Crop Insurance starting in 1988. My team of 19 with 13 licensed agents help customers to navigate significant financial decisions and supply choices for their tailor made risk management program. We write in approximately 40 counties in Oklahoma and Texas. My passion for Ag started at a young age on the farm in western Oklahoma and continued on to the agri-business side. I currently still participate in a farming operation of cotton and peanuts.

4. **Please list any special training, education, or professional experience you have which add to your qualifications to provide testimony before the Committee: ____**
   35 years experience servicing Federal Crop Insurance
   Serve on numerous community and area boards
   Bank Director

5. **If you are appearing on behalf of an organization, please list the capacity in which you are representing that organization, including any offices or elected positions you hold:**
   CIPA, Crop Insurance Professionals Association
   Member

PLEASE ATTACH THIS FORM OR YOUR BIOGRAPHY TO EACH COPY OF TESTIMONY.

Truth in Testimony Disclosure Form

In accordance with Rule XI, clause 2(g)(5)* of the *Rules of the House of Representatives*, witnesses are asked to disclose the following information. Please complete this form electronically by filling in the provided blanks.

Committee: Agriculture

Subcommittee: General Farm Commodities and Risk Management

Hearing Date: 07/20/2022

Hearing Title :

A 2022 Review of the Farm Bill: Stakeholder Perspectives on Title XI Crop Insurance"

Witness Name: Kathy Fowler

Position/Title: Owner, Kathy Fowler Agency

Witness Type: ◎ Governmental ○ Non-governmental

Are you representing yourself or an organization? ◎ Self ○ Organization

If you are representing an organization, please list what entity or entities you are representing:

CIPA , Crop Insurance Professionals AssociationN

FOR WITNESSES APPEARING IN A NON-GOVERNMENTAL CAPACITY

Please complete the following fields. If necessary, attach additional sheet(s) to provide more information.

Are you a fiduciary—including, but not limited to, a director, officer, advisor, or resident agent—of any organization or entity that has an interest in the subject matter of the hearing? If so, please list the name of the organization(s) or entities.

No

Please list any federal grants or contracts (including subgrants or subcontracts) related to the hearing's subject matter that you, the organization(s) you represent, or entities for which you serve as a fiduciary have received in the past thirty-six months from the date of the hearing. Include the source and amount of each grant or contract.

I am active in the sales and service of Federal Crop Insurance and have a contract with 2 Approved Insurance Providers earning commission based on the quantity and quality of our work.

Please list any contracts, grants, or payments originating with a foreign government and related to the hearing's subject that you, the organization(s) you represent, or entities for which you serve as a fiduciary have received in the past thirty-six months from the date of the hearing. Include the amount and country of origin of each contract or payment.

N/A

Please complete the following fields. If necessary, attach additional sheet(s) to provide more information.

☐ I have attached a written statement of proposed testimony.

☑ I have attached my curriculum vitae or biography.

* Rule XI, clause 2(g)(5), of the U.S. House of Representatives provides:

(5)(A) Each committee shall, to the greatest extent practicable, require witnesses who appear before it to submit in advance written statements of proposed testimony and to limit their initial presentations to the committee to brief summaries thereof.

(B) In the case of a witness appearing in a non-governmental capacity, a written statement of proposed testimony shall include— (i) a curriculum vitae; (ii) a disclosure of any Federal grants or contracts, or contracts, grants, or payments originating with a foreign government, received during the past 36 months by the witness or by an entity represented by the witness and related to the subject matter of the hearing; and (iii) a disclosure of whether the witness is a fiduciary (including, but not limited to, a director, officer, advisor, or resident agent) of any organization or entity that has an interest in the subject matter of the hearing.

(C) The disclosure referred to in subdivision (B)(iii) shall include— (i) the amount and source of each Federal grant (or subgrant thereof) or contract (or subcontract thereof) related to the subject matter of the hearing; and (ii) the amount and country of origin of any payment or contract related to the subject matter of the hearing originating with a foreign government.

(D) Such statements, with appropriate redactions to protect the privacy or security of the witness, shall be made publicly available in electronic form 24 hours before the witness appears to the extent practicable, but not later than one day after the witness appears.