

Welcome to the Ag Biz Masters Year Two Webinar!

March 2, 2026

12:00-1:30PM



888.339.3334
HorizonFC.com

Agenda for Today

- Insuring Your Farm's Future: Farm Insurance Fundamentals with Erin Cumings, Nationwide
- Alumni Spotlight
- Course Wrap-up





Nationwide[®]
is on your side

Insuring Your Farm's Future: Farm Insurance Fundamentals





Erin Cumings

Sponsor Relations Sr. Consultant | *Nationwide Insurance*

4th Generation farmer

24 Years ag insurance experience



01

Coverages

02

**Farmowners
Policy**

03

**Business
Auto Policy**

04

**Other farm
policies**

05

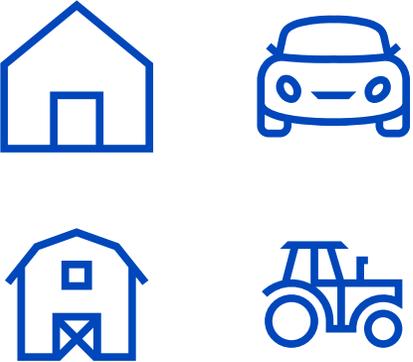
**5 things
to consider**

06

**Beyond the
farm**

Property

Protects your tangible assets, like your home, business, or personal belongings, from damage or loss.



Liability

Protects you financially if you're responsible for someone else's injuries or property damage.



Policies

✓	Farmowners	✓

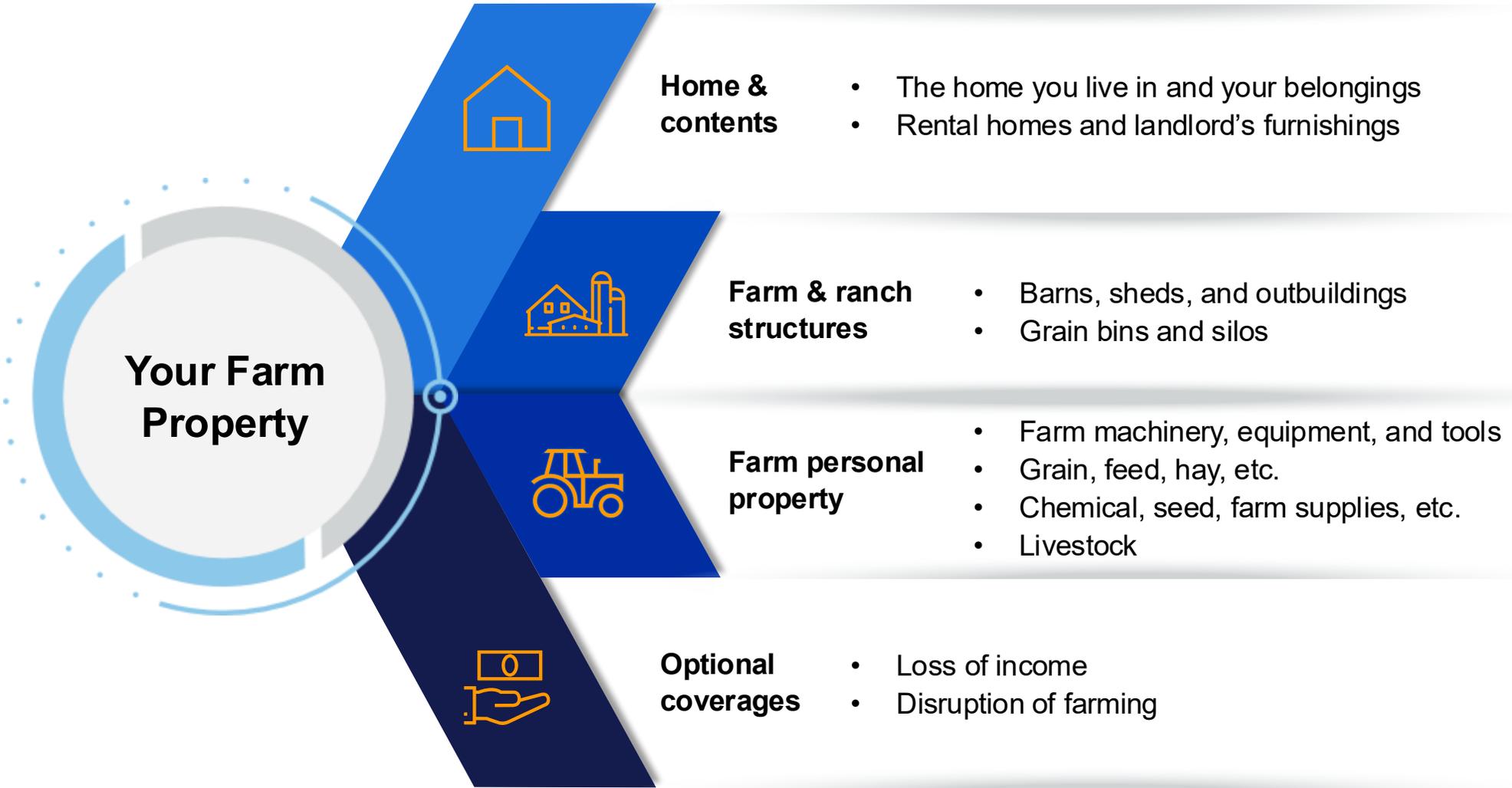
✓	Business Auto	✓

✓	Inland Marine	✗

✗	Workers' Compensation	✓

✗	Umbrella	✓





Premises Liability

helps protect you if you are held responsible if someone is injured or sustains property damage **on your farm or ranch.**



Limited Pollution Liability

helps protect you if you are held responsible for injury or property damage as a result of the **escape of pollutants directly from your farm or ranch.**

Operations Liability

helps protect you if you are held responsible for injury or property damage **caused by your farm or ranch operations.**

Product Liability

helps protect you if you are held responsible for injury or property damage as a result of the **use of one of your products.**

Understanding Exposure



Insurance Considerations



- A standard Farm Policy is designed for the exposures related to **most production farming operations**
- What property is used in this new revenue stream?
- What additional liability exposures are there?
- **MANY** Coverage Solutions
- **Agency** Relationship and Partnership are **KEY**





- ◆ Borrowed, Rented, or Leased Farm Equipment
- ◆ Identity Theft/Fraud
- ◆ Back-up of Sewer or Drain
- ◆ Replacement Cost Coverage
- ◆ Limited Pollution coverage
- ◆ Milk Contamination
- ◆ Care, Custody, and Control coverage for livestock

Types of vehicles



Pickup Trucks



Cars



Cargo Vans



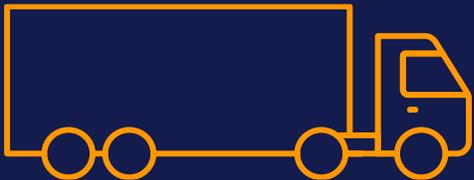
Box Trucks



Feed Trucks



Grain Trucks



Semi Trucks

Evaluate your need for a Business Auto Policy...

Is the vehicle registered to a business?

Is the vehicle used to transport goods?

Do employees operate the vehicle?

Yes? A Business Auto Policy may be needed.

Physical Damage

Collision | Comprehensive



Liability

Property Damage | Bodily Injury
Uninsured and Underinsured Motorist coverage



Additional Coverages

Rental reimbursement | Roadside Assistance
Gap coverage | Pollution



Inland Marine

- Property in transit
- Computer equipment & data
- Accounts receivable
- Fine artwork



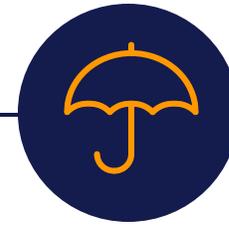
Workers' Compensation

- For your employees
- Requirement varies by state



Umbrella

- Additional liability coverage
- Increases liability limits above policies like Farmowners and Business Auto



You've got more than just a farm to protect— here's what else to think about.

Do you have or need these protection policies?



ATV



Life



Boat



Motorcycle



Crop



Pet



Flood



RV



Protect your farm's future: Key insurance strategies for safeguarding your livelihood.



5

Protect your income stream(s)



5

Protect your income stream(s)



4

Deductible strategy that matches appetite for risk



5

Protect your income stream(s)



4

Deductible strategy that matches appetite for risk



3

Adequate Property Limits



05 | Five things to consider

5

Protect your income stream(s)



4

Deductible strategy that matches appetite for risk



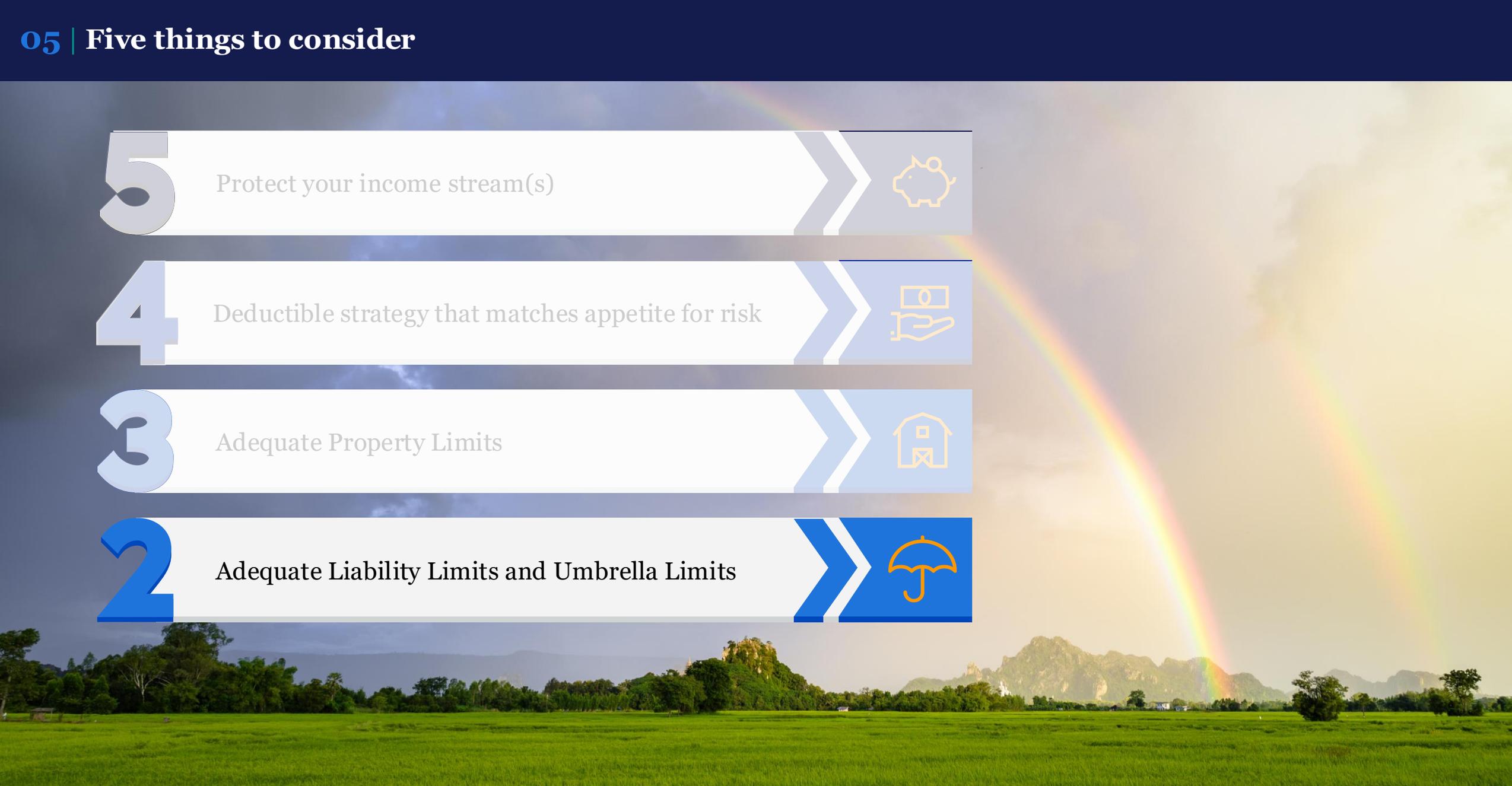
3

Adequate Property Limits



2

Adequate Liability Limits and Umbrella Limits



05 | Five things to consider

- 5 Protect your income stream(s) 
- 4 Deductible strategy that matches appetite for risk 
- 3 Adequate Property Limits 
- 2 Adequate Liability Limits and Umbrella Limits 
- 1 Find an Agent you can trust 



- 5 Protect your income stream(s) 
- 4 Deductible strategy that matches appetite for risk 
- 3 Adequate Property Limits 
- 2 Adequate Liability Limits and Umbrella Limits 
- 1 Find an Agent you can trust 

01

Coverages

02

**Farmowners
Policy**

03

**Business
Auto Policy**

04

**Other farm
policies**

05

**5 things
to consider**

06

**Beyond the
farm**



Visit www.farmagentfinder.com
to find a Farm Certified agent
nearest you.

Or call 1-800-255-9913

Farm Risk Ready

Prepare | Conduct future risk planning.

Prevent | Avoid risks before they happen.

Protect | Your best farm future.



Farmers are facing more risk than ever before.

Production Risks

- Disease
- Input cost variability
- Maintaining sufficient inventory of inputs
- Maintaining adequate storage
- Availability of skilled labor
- Cost of energy and fuel
- Dependency upon suppliers
- Input availability
- Transitioning with evolving commodity demand

Growth Risks

- Growing my operation
- Industry consolidation
- Vertical integration
- New business endeavors
- Ability to manage growth
- Leveraging partnerships

Price/Market Risks

- Demand uncertainty
- Limited market channels
- Implementing sustainable practices
- The reputation of my operation
- Growing requirements of environmental policy

Digital Risks

- Cyber security
- Utilizing my data
- Data/digital connectivity
- Traceability requirements
- Data privacy
- Production management

Institutional Risks

- Tax laws
- Sustainability/conservation regulations
- Access to government incentives
- Availability of financial safety nets
- Interest rates
- Regulations on inputs

Adoption Risks

- Early adoption of new technologies
- Late adoption of new technologies
- Changing production practices
- Understanding new technologies
- Disruption from new innovations

Legacy Risks

- Generational succession of my operation
- Preparing the next generation
- Rural economic growth

65%
of farmers do not
have a business
resiliency plan.

Farmers without a plan are **not positioning their farm for the future** and could **face a significant risk that puts them out of business.**

Farmers without resiliency plans **tend to take a wait-and-see approach.**

Lack of knowledge on how to develop a plan may be holding farmers back.



To prepare and protect their farms, farmers need to turn to alternative strategies like:



Taking proactive steps to mitigate and manage their risk.



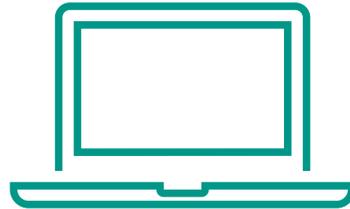
Shifting their mindset from “repair and replace” to “predict and prevent.”



Working *on* their business, not just *in* their business.

Farm Risk ReadySM Initiative

Using the **Farm Risk Ready Plan Builder** and **Farm Risk Ready Resources** at [nationwide.com/farmriskready](https://www.nationwide.com/farmriskready) farmers can create a **Farm Risk Ready Plan** to identify the future risks in their operation and create strategies to prepare for and prevent the risk, creating a more risk resilient farm operation that can withstand business disruptions.



Farm Risk Ready Plan Builder



**Farm Risk Ready
Resources**

www.nationwide.com/farmriskready



Nationwide[®]
is on your side

Products underwritten by Nationwide Mutual Insurance Company and Affiliated Companies. Not all Nationwide affiliated companies are mutual companies, and not all Nationwide members are insured by a mutual company. Subject to underwriting guidelines, review, and approval. Products and discounts not available to all persons in all states. Nationwide Investment Services Corporation, member FINRA. Home Office: One Nationwide Plaza, Columbus, OH. Nationwide, the Nationwide N and Eagle, and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. © 2025 Nationwide

Break

Alumni Spotlight

Course Wrap-up

- Complete all five of your eLearning modules and the course evaluation in FCU
- All class assignments and modules need to be completed by **March 20, 2026** to be eligible for the course fee scholarship reimbursement.
 - If you paid via credit card, your reimbursement will be refunded to your credit card on file.

Webinar Survey

<https://www.surveymonkey.com/r/PB83KXG>

Questions?

Johanna Rohrer

Jrohrer@HorizonFC.com

717.740.1561