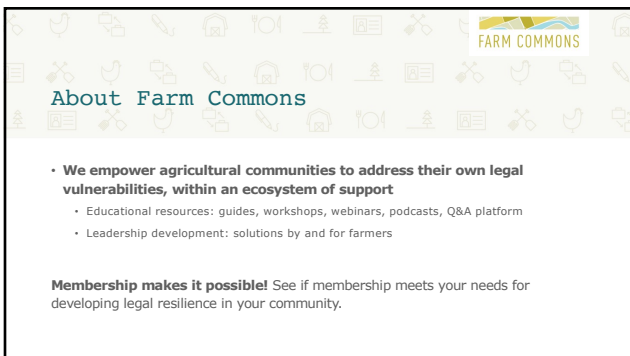




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3

I'm Rachel

- Executive Director, Founder, and Attorney
- Live in Duluth, MN
- I founded Farm Commons because I believe you deserve this information so you can develop resilience, consistent with your values.



4

How about you?

- Your questions and experience are welcome.
- Use the chat box for questions as we go, those will go into Q&A

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Poll

- What type(s) of insurance do you have right now?
 - Homeowners
 - Renters
 - Farm/Business Property
 - Farm/Business Liability
 - Crop Insurance
 - None of the above
 - Unsure

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FARM COMMONS

Let's start with a story

- A pasture walk and farm dinner gone wrong...




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FARM COMMONS

Let's start with a story

- A pasture walk and farm dinner gone wrong...
- Your turn! What will happen next??



8


FARM COMMONS

The moral of the story

- It's about health insurance and money...




9





Is Farmer May liable for Bob's injury?

- Likely, yes, if she was negligent.
- She was negligent if she acted less reasonably than the average farmer would have acted under similar circumstances.




10




 A farmer is negligent when she is less reasonable than the ordinary farmer would be under similar circumstances.


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Let's Argue!

- Bob/Insurance Company: "Farmer May clearly **was** negligent!"
- Farmer May: "I clearly **wasn't** negligent!"



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Insurance: Like a retainer on an expert attorney.

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This slide features a teal background with a white speech bubble icon in the top left corner. The text is centered within a white rectangular border. The Farm Commons logo is in the top right, and the date and slide number are in the bottom right.

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What you need to know:

- Insurance is the single best risk management strategy for injury liability, and is necessary for even the safest of farms.
- Many farms do not have liability insurance that addresses the risks they experience.

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FARM COMMONS

Question Break

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What you need to know:

- Identifying appropriate insurance coverage can be quite difficult for:
 - Agritourism
 - On-farm poultry processing
 - Value-added production
 - CSA programs
 - Food safety liability
 - Farmers' market sales


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What you need to do:

1. Tell your agent all the things your farm does
2. Ask if and where coverage is provided for these activities
3. If answers are not satisfactory, consider a new insurance agent.




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Property insurance

- You decide what you want covered and for how much (declarations page)
- If something bad happens, you file a claim and the insurance company provides money




18

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Property insurance

- Coverage is only provided:
 - For listed property
 - From covered risks
 - Up to covered value




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Property insurance

- Insurance: It's a contract, not a charity.




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Property insurance

- Find an insurance agent who communicates well with you and whom you trust.
- Ask, ask, ask for details.



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Crop and Livestock Insurance

- Multi-peril crop insurance available for specific crops in specific locations.
- Livestock gross margin and risk protection policies
- Whole Farm Revenue Protection.



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Poll

- Which of these action steps are right for your situation?
 - Call my insurance agent to discuss my current coverage
 - Explore purchasing a new insurance policy
 - Look for an insurance agent

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Learn More!

- Discovering Resilience:
 - Learn the 10 legal best practices of a resilient farm or ranch business
 - Create a customized action plan to develop legal resilience
 - On your own time or with a cohort of peers

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Learn More!

- Access 100+ guides, models and checklists on a range of farm business law issues
- Take our advanced farm law course(s)
- Ask questions on our Q&A platform

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Join us as a Producer Member

- Opportunities right now
 - Join with coupon code **FACT30** for 30% membership
 - Good until Spring 2023

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Any questions?

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